

# College of Business

## Electronic Postgraduate Handbook 2009

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University of Western Sydney

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Information contained in this electronic handbook is correct at the time of production (September 2009), unless otherwise noted.

### **CRICOS Provider Code 00917K**

In accordance with the Education Services for Overseas Students (ESOS) Act 2000, the University of Western Sydney (UWS) is registered on the Commonwealth Register of Institutions and Courses for Overseas Students (CRICOS), Provider Code 00917K.

Overseas students studying in Australia must comply with the requirements of the ESOS Act and the National Code. They should consult the Federal Government's [Australian Educational International](#) webpage for the description of the ESOS legislation and other relevant information. UWS International Postgraduate and Undergraduate Prospectuses and other promotional material specifically prepared for overseas students also provide information about CRICOS registered courses and conditions relating to study in Australia.

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## About the College of Business Electronic Postgraduate Handbook

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### Sessions and dates

There are two main sessions in 2009: Autumn and Spring. Weeks shown in the dateline refer to the session weeks for these main sessions.

The dateline is available at:

<http://www.uws.edu.au/students/stuadmin/dateline>.

### Unit outlines

Brief outlines of all UWS postgraduate units listed in the course section are given in the second half of this electronic handbook.

The unit outlines give a brief overview of each unit. For some units this information is not available. Please check the UWS website for more recent information. For more information – details of textbooks, assessment methods, tutorial, group work and practical requirements – contact the unit coordinator.

More information on unit offerings can be found at:

[http://handbook.uws.edu.au/hbook/UNIT\\_SEARCH.ASP](http://handbook.uws.edu.au/hbook/UNIT_SEARCH.ASP).

### Unit not listed?

If the unit you are looking for is not in the alphabetical units section, consult your course coordinator for details or check the unit search web page for updated details on all units offered in 2009 at:

[http://handbook.uws.edu.au/hbook/UNIT\\_SEARCH.ASP](http://handbook.uws.edu.au/hbook/UNIT_SEARCH.ASP).

### Prerequisites, co-requisites and assumed knowledge

Students wishing to enrol in a unit for which they do not have the prerequisites or assumed knowledge are advised to discuss their proposed enrolment with an academic adviser.

Where it is necessary to limit the number of students who can enrol in a unit through shortage of space, equipment, library resources, and so on, or to meet safety requirements, preference will be given to students who have completed the unit recommended sequence in the course.

### Academic credit

In most courses, academic credit will be granted for previous studies. For example, UWS has a number of agreements with TAFE to grant credit for successfully completed TAFE studies. Seek advice about credit prior to, or at enrolment.

### How to use this electronic book

The first part of this electronic book contains information about current College of Business postgraduate courses. The next part contains details on current postgraduate units in these courses.

The courses are arranged mainly alphabetically. If you know the course code, but not the name, consult the COURSE CODE INDEX.

The units are arranged alphabetically. If you know the code, but not the name, consult the UNIT CODE INDEX at the back of the electronic book.

#### *Tip:*

The electronic handbook contains links. These can be accessed by clicking on the text highlighted in blue. To return to the previous screen, click on the green arrow at the bottom of the page.

### Check website for updates

Every effort is taken to ensure that the information contained in this electronic book is correct at time of production. The latest information on course and unit offerings can be found at:

<http://handbook.uws.edu.au/hbook/>

## Contents

<b>COLLEGE OF BUSINESS</b>	<b>1</b>	
2691.2	Master of Accountancy	1
2687.1	Graduate Diploma in Accounting	1
2686.1	Graduate Certificate in Accounting	2
2688.1	Master of Commerce (Accounting)	2
2689.1	Master of Professional Accounting	3
2742.1	Master of Vocational Accounting	4
2702.1	Master of Applied Finance	4
2704.1	Graduate Diploma in Applied Finance	5
2745.1	Graduate Diploma in Applied Finance	5
2708.2	Graduate Certificate in Applied Finance	6
2615.1	Master of Business (Engineering Management)	6
2616.1	Graduate Diploma in Business (Engineering Management)	7
2617.1	Graduate Certificate in Business (Engineering Management)	7
2698.2	Master of Business (Marketing)	7
2699.2	Graduate Diploma in Marketing	8
2700.2	Graduate Certificate in Marketing	8
2624.1	Master of Business (Operations Management)	9
2625.1	Graduate Diploma in Business (Operations Management)	10
2626.1	Graduate Certificate in Business (Operations Management)	10
2655.1	Graduate Certificate in Business	10
5500.3	Master of Business Administration	10
5501.2	Graduate Diploma in Business Administration	11
5502.2	Graduate Certificate in Business Administration	12
2631.1	Master of Business and Commerce	12
2632.1	Graduate Diploma in Business and Commerce	14
2633.1	Graduate Certificate in Business and Commerce	14
2671.1	Master of Commerce (Financial Planning)	14
2690.1	Graduate Certificate in Commerce (Financial Planning)	14
2601.1	Master of Commerce (Human Resource Management and Industrial Relations)	15
2602.1	Graduate Diploma in Human Resource Management and Industrial Relations	16
2603.1	Graduate Certificate in Human Resource Management and Industrial Relations	16
2601.2	Master of Commerce (Human Resource Management and Industrial Relations)	16
2602.2	Graduate Diploma in Human Resource Management and Industrial Relations	17
2603.2	Graduate Certificate in Human Resource Management and Industrial Relations	18
2725.1	Master of Commerce (Property Investment and Development)	18
2726.1	Graduate Diploma in Property Investment and Development	19
2705.1	Master of Finance	20
2692.1	Master of International Business	20
2592.1	Graduate Certificate in International Business	21
2728.1	Master of International Hospitality and Hotel Management	21
2729.1	Graduate Diploma in International Hospitality and Hotel Management	22
2730.1	Graduate Certificate in International Hospitality and Hotel Management	22
2728.2	Master of International Hospitality and Hotel Management	23
2729.2	Graduate Diploma in International Hospitality and Hotel Management	23
2730.2	Graduate Certificate in International Hospitality and Hotel Management	23
2703.2	Master of International Trade and Finance	24
2668.1	Graduate Diploma in Legal Practice	24
2724.1	Graduate Certificate in Research Studies	25
2631CAMBC.1	Specialisation - Corporate Administration	27
2631EBMBC.1	Specialisation - E-Business	27
2631ITMBC.1	Specialisation - International Trade	27
2631QBMMBC.1	Specialisation - Quantitative Business Methods	27
SP2000.1	Specialisation - Property Investment	27
SP21000.1	Specialisation - Funds Management	27
SP21001.1	Specialisation - Banking	28
SP21007.1	Specialisation - Information Systems Practice	28
SP21009.1	Specialisation - Marketing	28
SP21010.1	Specialisation - Human Resource Management and Industrial Relations	28
SP21011.1	Specialisation - Operations Management	28

<b>SP21012.1</b>	Specialisation - Finance	28
<b>SP21015.1</b>	Specialisation - Management	29
<b>SP21016.1</b>	Specialisation - Workplace Law	29
<b>SP2706.1</b>	Specialisation - Treasury	29
<b>SPA2631.1</b>	Specialisation - Accounting	29
<b>SPINT2631.1</b>	Specialisation - International Management	29

## COLLEGE OF BUSINESS

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### Master of Accountancy

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#### 2691.2

The Master of Accountancy provides candidates with the opportunity to complete the pre-entry educational requirements for CPA Australia, The Institute of Chartered Accountants in Australia (ICAA) or the National Institute of Accountants (NIA) where a sixteen unit master degree is required. It can also be taken as an extension of the MPA as it contains the same twelve core units as the MPA, plus four additional electives.

#### Study Mode

Two years full-time or four years part-time.

#### Location

Campus	Attendance	Mode
Parramatta Campus	Full Time	Internal
Parramatta Campus	Part Time	Internal

#### Advanced Standing

A maximum of three introductory units may be granted. Advanced standing is not available to students who do not possess an Australian bachelor's degree or equivalent degree.

#### Accreditation

Accredited by CPA Australia, The Institute of Chartered Accountants in Australia and The National Institute of Accountants.

#### Admission

Applications from Australian citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC).

International applicants must apply directly to the University of Western Sydney via UWS International.

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Details of minimum English proficiency requirements and acceptable proof can be found on the Universities Admissions Centre website (UAC).

Overseas qualifications must be deemed by the Australian Education International - National Office of Overseas Skills Recognition (AEI-NOOSR) to be equivalent to Australian qualifications in order to be considered by UAC and UWS.

Applicants must have successfully completed one of the following in any discipline other than an accredited accounting major:

An Australian (bachelor) undergraduate degree or equivalent

OR

A three year University diploma or equivalent

OR

An Australian advanced diploma in accounting AND have five years full time equivalent business experience.

#### Course Structure

Qualification for this award requires the successful completion of 160 credit points which includes twelve core units and four electives.

#### Core Units

200396.2	Introductory Accounting (PG)
200424.1	Statistics for Accountants (PG)
200425.1	Economics (PG)
200432.1	Commercial Law (PG)
200400.1	Company Accounting (PG)
200426.1	Corporate Finance (PG)
200433.1	Company Law (PG)
200494.1	Management Accounting (PG)
200397.1	Revenue Law (PG)
200398.1	Auditing (PG)
200399.1	Information Systems for Accountants (PG)
200401.1	Accounting Theory and Applications (PG)

#### Electives

Four electives chosen from postgraduate units, at least two of which must be taken from units approved for the Master of Commerce (Accounting), course code 2688, with the selection to be approved by the Head of Program of the Master of Accountancy.

### Graduate Diploma in Accounting

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#### 2687.1

This program allows students the flexibility of combining accounting, business and law units into an award. Units chosen have to be relevant to accounting. Applicants who have included accounting units in their first degree and are seeking professional recognition in Australia should have their qualifications assessed by CPA Australia, The Institute of Chartered Accountants in Australia (ICAA), or the National Institute of Accountants (NIA). Depending on the number of units required following assessment by a professional body applicants may elect to study the Graduate Certificate in Accounting (four units), or this Graduate Diploma (six units) or the MPA if more than six units are required. On completion of either the Graduate Certificate in Accounting or Graduate Diploma, graduates may wish to pursue further studies in one of the accounting coursework master programs.

#### Study Mode

One year full-time or two years part-time.

#### Location

Campus	Attendance	Mode
Parramatta Campus	Full Time	Internal
Parramatta Campus	Part Time	Internal

#### Advanced Standing

Advanced standing is not available.

## Admission

Applications from Australian citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC).

International applicants must apply directly to the University of Western Sydney via UWS International.

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Details of minimum English proficiency requirements and acceptable proof can be found on the Universities Admissions Centre website (UAC).

Overseas qualifications must be deemed by the Australian Education International - National Office of Overseas Skills Recognition (AEI-NOOSR) to be equivalent to Australian qualifications in order to be considered by UAC and UWS.

Applicants must have successfully completed one of the following:

An Australian (bachelor) undergraduate degree or equivalent in any discipline

OR

A masters degree or equivalent in any discipline

OR

An Australian graduate certificate or equivalent in accounting

OR

An Australian advanced diploma or equivalent in accounting AND have five years full time equivalent business experience.

## Course Structure

Qualification for this award requires the successful completion of 60 credit points by choosing six units from either Master of Professional Accounting (MPA), course code 2689 or Master of Commerce (Accounting), course code 2688 or any other UWS postgraduate offered units approved by the respective head of program.

## Graduate Certificate in Accounting

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### 2686.1

This program allows students the flexibility of combining accounting, business and law units into an award. Units chosen have to be relevant to accounting. Applicants who have included accounting units in their first degree and are seeking professional recognition in Australia should have their qualifications assessed by CPA Australia, The Institute of Chartered Accountants in Australia (ICAA), or the National Institute of Accountants (NIA). Depending on the number of units required following assessment by a professional body applicants may elect to study this Graduate Certificate in Accounting (four units), or the Graduate Diploma (six units) or the Master of Professional Accounting (MPA) if more than six units are required. On completion of either the Graduate Certificate in Accounting graduates may wish to pursue higher level awards.

### Study Mode

Six months full-time or one year part-time.

## Location

Campus	Attendance	Mode
Parramatta Campus	Full Time	Internal
Parramatta Campus	Part Time	Internal

## Advanced Standing

Advanced standing is not available.

## Admission

Applications from Australian citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC).

International applicants must apply directly to the University of Western Sydney via UWS International.

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Details of minimum English proficiency requirements and acceptable proof can be found on the Universities Admissions Centre website (UAC).

Overseas qualifications must be deemed by the Australian Education International - National Office of Overseas Skills Recognition (AEI-NOOSR) to be equivalent to Australian qualifications in order to be considered by UAC and UWS.

Applicants must have successfully completed one of the following:

An Australian (bachelor) undergraduate degree or equivalent in any discipline, or

A masters degree or equivalent in any discipline, or

An Australian graduate certificate or equivalent in any discipline, or

An Australian advanced diploma or equivalent in accounting AND have three years full time equivalent business experience.

## Course Structure

Qualification for this award requires the successful completion of 40 credit points as advised by the Head of Program.

## Master of Commerce (Accounting)

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### 2688.1

This course is for accounting graduates and is specifically aimed at qualified accountants motivated to enhance their knowledge in accounting. Students select contemporary topics based on research and case studies on accounting issues related to world-class organisations. It also allows students the possibility of furthering qualifications to Master of Commerce (Honours) or PHD.

### Study Mode

One year full-time or two years part-time.

## Location

Campus	Attendance	Mode
Parramatta Campus	Full Time	Internal
Parramatta Campus	Part Time	Internal

## Advanced Standing

Advanced standing may be granted for a maximum of two equivalent postgraduate units.

## Admission

Applications from Australian citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC).

International applicants must apply directly to the University of Western Sydney via UWS International.

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Details of minimum English proficiency requirements and acceptable proof can be found on the Universities Admissions Centre website (UAC).

Overseas qualifications must be deemed by the Australian Education International - National Office of Overseas Skills Recognition (AEI-NOOSR) to be equivalent to Australian qualifications in order to be considered by UAC and UWS.

Applicants must have successfully completed one of the following:

An Australian (bachelor) undergraduate degree or equivalent with a major in accounting

OR

An Australian masters degree or equivalent in accounting

OR

An Australian graduate diploma or equivalent in accounting.

## Course Structure

Qualification for this award requires the successful completion of 80 credit points which includes two core units and a selection of six alternate units.

Applicants seeking professional recognition should have their qualifications assessed by a professional body (as outlined under the Graduate Certificate in Accounting), and may include two law units from the MPA programme. If more than two units are required for professional recognition then the Graduate Certificate or Graduate Diploma or MPA should be studied wherever appropriate, prior to this degree

## Core Units

- 200394.1** Accounting Research (PG)  
**200395.1** Accounting Theory (PG)

## Alternate Units

- 51206.1** Development of Accounting Information (PG)  
**51214.1** Financial Statement Analysis (PG)  
**200389.1** Accounting Research Essay (PG)  
**200390.1** Business Essay (PG)  
**200391.1** Accounting Research Project (PG)  
**200392.1** International Accounting (PG)  
**200415.1** Corporate Failure and Forensic Accounting (PG)  
**200416.1** Assurance Services (PG)  
**200422.1** Strategic Management Accounting (PG)  
**200462.1** Public Sector Accounting and Financial Control (PG)  
**200464.1** The Role of Accounting in Corporate Governance (PG)

- 200465.1** Financial Accounting - Critical Analysis (PG)  
**200497.1** Social and Environmental Accounting (PG)  
**200693.1** Accounting Professional Engagement (PG)  
**H7344.1** Special Topic in Accounting B (PG)  
**H7343.1** Special Topic in Accounting A (PG)

Two electives may be chosen from any other Masters level units offered by UWS and approved by the head of program. Students must ensure that prerequisite requirements have been satisfied prior to enrolling into any electives. Two of the following units offered within the Master of Professional Accounting program may be chosen:

- 200397.1** Revenue Law (PG)  
**200432.1** Commercial Law (PG)  
**200433.1** Company Law (PG)

## Master of Professional Accounting

### 2689.1

This course is an accredited graduate conversion course which provides opportunities for applicants holding a degree in any discipline, other than an accredited accounting major, recognised as equivalent to an Australian three year undergraduate (bachelor) degree, to complete the pre-entry education requirements for CPA Australia, The Institute of Chartered Accountants in Australia (ICAA) and The National Institute of Accountants (NIA).

### Study Mode

Eighteen months full-time or three years part-time.

### Location

Campus	Attendance	Mode
Parramatta Campus	Full Time	Internal
Parramatta Campus	Part Time	Internal

### Advanced Standing

A maximum of three introductory units may be granted as advanced standing.

### Accreditation

Accredited by CPA Australia, The Institute of Chartered Accountants in Australia and The National Institute of Accountants.

### Admission

Applications for the course must be made through the Universities Admissions Centre (UAC).

International applicants must apply directly to the University of Western Sydney via UWS International.

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Details of minimum English proficiency requirements and acceptable proof can be found on the Universities Admissions Centre website (UAC).

Overseas qualifications must be deemed by the Australian Education International - National Office of Overseas Skills Recognition (AEI-NOOSR) to be equivalent to Australian qualifications in order to be considered by UAC and UWS.

Applicants must have successfully completed an Australian (bachelor) undergraduate degree or equivalent in any discipline other than an accredited accounting major.

### Course Structure

Qualification for this award requires the successful completion of 120 credit points which consists of the core units listed below.

#### Core Units

<b>200396.2</b>	Introductory Accounting (PG)
<b>200424.1</b>	Statistics for Accountants (PG)
<b>200425.1</b>	Economics (PG)
<b>200432.1</b>	Commercial Law (PG)
<b>200400.1</b>	Company Accounting (PG)
<b>200426.1</b>	Corporate Finance (PG)
<b>200433.1</b>	Company Law (PG)
<b>200494.1</b>	Management Accounting (PG)
<b>200397.1</b>	Revenue Law (PG)
<b>200398.1</b>	Auditing (PG)
<b>200399.1</b>	Information Systems for Accountants (PG)
<b>200401.1</b>	Accounting Theory and Applications (PG)

### Master of Vocational Accounting

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#### 2742.1

This course is an accredited graduate conversion course which provides opportunities for applicants holding a degree in any discipline, other than an accredited accounting major, recognised as equivalent to an Australian three year undergraduate degree, to complete the pre-entry educational requirements for CPA Australia. The Institute of Chartered Accountants in Australia (ICAA) and the National Institute of Accountants (NIA). In addition to the 12 core curriculum pre-admission educational requirements, this course includes two units specifically designed to enhance employment skills for those completing the program. The two units are intended to provide the opportunity for students to improve research skills, and to develop logical arguments and analytical skills in a business context along with enhanced communication skills.

#### Study Mode

Two years full-time or four years part-time.

#### Location

Campus	Attendance	Mode
Parramatta Campus	Full Time	Internal
Parramatta Campus	Part Time	Internal

#### Accreditation

Accredited by both CPA Australia and The Institute of Chartered Accountants in Australia and recognised by the National Institute of Accountants.

#### Admission

Applications from Australian citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC).

International applicants must apply directly to the University of Western Sydney via UWS International.

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Details of minimum English proficiency requirements and acceptable proof can be found on the Universities Admissions Centre website (UAC).

Overseas qualifications must be deemed by the Australian Education International - National Office of Overseas Skills Recognition (AEI-NOOSR) to be equivalent to Australian qualifications in order to be considered by UAC and UWS.

Applicants must have successfully completed an Australian (bachelor) undergraduate degree or equivalent in any discipline other than an accredited accounting major.

### Course Structure

Qualification for this award requires the successful completion of 140 credit points which consists of the core units listed below.

<b>200396.2</b>	Introductory Accounting (PG)
<b>200432.1</b>	Commercial Law (PG)
<b>200692.1</b>	Research and Communicating Skills for Accounting (PG)
<b>200400.1</b>	Company Accounting (PG)
<b>200424.1</b>	Statistics for Accountants (PG)
<b>200425.1</b>	Economics (PG)
<b>200433.1</b>	Company Law (PG)
<b>200399.1</b>	Information Systems for Accountants (PG)
<b>200401.1</b>	Accounting Theory and Applications (PG)
<b>200426.1</b>	Corporate Finance (PG)
<b>200494.1</b>	Management Accounting (PG)
<b>200397.1</b>	Revenue Law (PG)
<b>200398.1</b>	Auditing (PG)
<b>200693.1</b>	Accounting Professional Engagement (PG)

### Master of Applied Finance

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#### 2702.1

The Master of Applied Finance prepares students for executive careers in finance, banking, funds management and corporate treasuries. The degree is specifically designed to encompass all these fields so that students can choose the units appropriate to their career opportunities. It provides students with the technical knowledge necessary to function in an evolving and increasingly sophisticated financial environment with an emphasis on the practical application of these techniques. All of the units have been developed by individuals who are actively involved in the financial sector.

#### Study Mode

Four quarters fulltime or the part-time equivalent.

#### Location

Campus	Attendance	Mode
Parramatta Campus	Full Time	Internal
Parramatta Campus	Part Time	Internal



## Accreditation

The Master of Applied Finance fulfils the educational requirements for admission as a Senior Associate (SA Fin) of Finsia - the Financial Services Institute of Australasia. Senior Associate membership with Finsia also requires at least three years career experience in the financial services industry. The Master of Applied Finance also allows graduates to satisfy the education requirements for professional membership of the Finance and Treasury Association - Certified Finance and Treasury Professional (FTA-CFTP).

## Admission

Applications from Australian citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC).

International applicants must apply directly to the University of Western Sydney via UWS International.

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Details of minimum English proficiency requirements and acceptable proof can be found on the Universities Admissions Centre website (UAC).

Overseas qualifications must be deemed by the Australian Education International - National Office of Overseas Skills Recognition (AEI-NOOSR) to be equivalent to Australian qualifications in order to be considered by UAC and UWS.

Applicants must have successfully completed an undergraduate degree in Business or Commerce  
OR

A Graduate Certificate in Applied Finance.

## Course Structure

Qualification for this award requires the successful completion of 80 credit points which includes three core units and five alternate units.

Students are permitted to complete up to two units from any other Masters degree offered by the College of Business as part of the five alternate units.

## Core Units

<b>200426.1</b>	Corporate Finance (PG)
<b>51163.1</b>	Financial Institutions and Markets (MAF)
<b>51168.1</b>	Funds Management and Portfolio Selection

## Alternate Units

<b>H7331.1</b>	International Trade and Industry Economics
<b>51054.1</b>	Financial Modelling
<b>51165.1</b>	Financial Institution Management
<b>51166.1</b>	Credit and Lending Decisions
<b>51169.1</b>	Derivatives
<b>51167.1</b>	Law of Finance and Securities
<b>51171.1</b>	Real Estate Finance and Investment
<b>51172.1</b>	Marketing of Financial Products
<b>51173.1</b>	Strategic Bank Management
<b>51211.1</b>	International Finance
<b>51212.1</b>	Security Analysis and Portfolio Theory
<b>200425.1</b>	Economics (PG)

## Specialisations

<b>SP21001.1</b>	Banking
<b>SP21000.1</b>	Funds Management
<b>SP2706.1</b>	Treasury

The following specialisation in Property Investment is also available to students enrolled in the Master of Applied Finance:

<b>SP2000.1</b>	Property Investment
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## Graduate Diploma in Applied Finance

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### 2704.1

This is an exit only award to 2702 Master of Applied Finance. Students may exit with this award on completion of 60 credit points which include three core and three alternate units. Details are listed under the Master of Applied Finance.

## Accreditation

The Graduate Diploma in Applied Finance fulfils the educational requirements for admission as a Senior Associate (SA Fin) of Finsia - the Financial Services Institute of Australasia. Senior Associate membership with Finsia also requires at least 3 years career experience in the financial services industry.

## Course Structure

Qualification for this award requires the successful completion of 60 credit points which include three core and three alternate units. Details are listed under the Master of Applied Finance.

## Graduate Diploma in Applied Finance

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### 2745.1

This is an exit only award to 2702 Master of Applied Finance. Students may exit with this award on completion of 60 credit points which include three core and three alternate units. Details are listed under the Master of Applied Finance.

## Accreditation

The Graduate Diploma in Applied Finance fulfils the educational requirements for admission as a Senior Associate (SA Fin) of Finsia - the Financial Services Institute of Australasia. Senior Associate membership with Finsia also requires at least three years career experience in the financial services industry.

## Course Structure

Students may exit this award on completion of 60 credit points which include three core and three alternate units. Details are listed under the Master of Applied Finance.

## Graduate Certificate in Applied Finance

### 2708.2

The Graduate Certificate in Applied Finance addresses practitioners in finance, banking, funds management and corporate treasuries, who want to improve their professional position. The degree is specifically designed to encompass all these fields so that students can choose the units appropriate to their career opportunities. It provides students with a first round of technical knowledge necessary to function in an evolving and increasingly sophisticated financial environment with an emphasis on the practical application of these techniques.

#### Study Mode

Six months full-time or one year part-time.

#### Location

Campus	Attendance	Mode
Parramatta Campus	Full Time	Internal
Parramatta Campus	Part Time	Internal

#### Accreditation

The Graduate Certificate in Applied Finance fulfils the educational requirements for admission as an Associate (A Fin) of Finsia, provided the applicant is at least working in the financial services industry.

#### Admission

Applications from Australian citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC).

Applicants must have successfully completed an undergraduate degree in Business or Commerce.

#### Course Structure

Successful students will be able to progress into the Master of Applied Finance once they have completed 40 credit points as per the course unit structure. This would normally entail obtaining a credit average for this award.

Qualification for this award requires the successful completion of 40 credit points, comprising three core units and one alternate unit.

#### Core Units

200426.1	Corporate Finance (PG)
51163.1	Financial Institutions and Markets (MAF)
51168.1	Funds Management and Portfolio Selection

#### Alternate Units

200425.1	Economics (PG)
51054.1	Financial Modelling
51165.1	Financial Institution Management
51166.1	Credit and Lending Decisions
51167.1	Law of Finance and Securities
51169.1	Derivatives
51172.1	Marketing of Financial Products
51211.1	International Finance
51212.1	Security Analysis and Portfolio Theory

### H7331.1 International Trade and Industry Economics

## Master of Business (Engineering Management)

### 2615.1

The course will equip engineers and other technical professionals with the necessary knowledge, skills and competencies for making a successful transition into management roles. In today's era of rapid technological change, engineers need to acquire skills to integrate technology, quality, productivity and globalisation imperatives into organisational decision making. This course will initially focus on engineering organisation and management practice, strategic technology management, project management and assets and maintenance management. Based on this foundation, students will be encouraged to enhance their skill profile in specialised areas within engineering management by selecting units from a range of electives. The course is designed for engineers and related technical professionals who are increasingly called upon to plan and implement technological change to enhance organisational competitiveness.

#### Study Mode

One year full-time or two years part-time.

#### Location

Campus	Attendance	Mode
Parramatta Campus	Full Time	Internal
Parramatta Campus	Part Time	Internal

#### Advanced Standing

Advanced standing will be granted in accordance with UWS policy.

#### Admission

Applications from Australian citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC).

International applicants must apply directly to the University of Western Sydney via UWS International.

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Details of minimum English proficiency requirements and acceptable proof can be found on the Universities Admissions Centre website (UAC).

Overseas qualifications must be deemed by the Australian Education International - National Office of Overseas Skills Recognition (AEI-NOOSR) to be equivalent to Australian qualifications in order to be considered by UAC and UWS.

Applicants must have successfully completed an undergraduate degree in any discipline.

#### Course Structure

Qualification for this award requires the successful completion of 80 credit points made up of 40 credit points which include the core units listed in the recommended sequence below, a minimum of two units from the list of

alternate units totalling 20 credit points and a maximum of other electives (UWS postgraduate units) totalling 20 credit points. Electives may be chosen from any approved UWS postgraduate units.

The following exit points form part of this award:

### Graduate Diploma in Business (Engineering Management) - 60 credit points

<b>H7104.1</b>	Strategic Technology Management
<b>51286.1</b>	Contemporary Engineering Organisation and Management Practice
<b>51240.1</b>	Project Management
<b>200223.1</b>	Operations Management

And two alternate units

### Graduate Certificate in Business (Engineering Management) - 40 credit points

<b>51286.1</b>	Contemporary Engineering Organisation and Management Practice
<b>200223.1</b>	Operations Management

And one core unit

And one alternate unit

### Recommended Sequence

#### Core Units

<b>H7104.1</b>	Strategic Technology Management
<b>51240.1</b>	Project Management
<b>51286.1</b>	Contemporary Engineering Organisation and Management Practice
<b>200223.1</b>	Operations Management

#### Alternate Units

<b>H7072.1</b>	Risk Management
<b>51230.1</b>	Statistical Process Control
<b>51255.1</b>	Law and Contracts Management
<b>51257.1</b>	Manufacturing Resource Planning
<b>51259.1</b>	Purchasing and Materials Management
<b>51260.1</b>	Research and Development Management
<b>51276.1</b>	Business Re-engineering
<b>51277.1</b>	Innovation and Entrepreneurship
<b>200185.1</b>	Analysis for Managerial Decision-Making
<b>200224.1</b>	Management of Quality
<b>200225.1</b>	Quality Planning and Analysis
<b>200226.1</b>	Quality Systems and Business Performance
<b>200227.1</b>	Performance Measurement and Benchmarking
<b>200228.1</b>	Assets and Maintenance Management
<b>200329.1</b>	Supply Chain Management
<b>200691.1</b>	Business Research Paper

#### Electives

<b>51243.1</b>	TQP Final Project A and B
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Any other postgraduate unit may be completed as an elective, subject to Course Advisor or Head of Programs approval.

## Graduate Diploma in Business (Engineering Management)

### 2616.1

This is an exit award only. Applicants apply to the Master of Business (Engineering Management), course code 2615 and exit with the Graduate Diploma award. Further details are available from the Master of Business (Engineering Management).  
2615 Master of Business (Engineering Management)

## Graduate Certificate in Business (Engineering Management)

### 2617.1

This is an exit award only. Applicants apply to the Master of Business (Engineering Management), course code 2615 and exit with the Graduate Certificate award. Further details are available from 2615 Master of Business (Engineering Management).  
2615 Master of Business (Engineering Management)

## Master of Business (Marketing)

### 2698.2

This course prepares suitably qualified people for managerial positions in marketing through an academically rigorous and practically relevant professional marketing education. The course builds on a core foundation of marketing studies, allows students to pursue alternates in different areas of marketing and equips them with the knowledge, skills and attitude necessary to operate effectively as marketing managers.

#### Study Mode

One year full-time or six months part-time.

#### Admission

Applications from Australian citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC).

International applicants must apply directly to the University of Western Sydney via UWS International.

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Details of minimum English proficiency requirements and acceptable proof can be found on the Universities Admissions Centre website (UAC).

Overseas qualifications must be deemed by the Australian Education International - National Office of Overseas Skills Recognition (AEI-NOOSR) to be equivalent to Australian qualifications in order to be considered by UAC and UWS.

Applicants must have successfully completed an undergraduate degree in any discipline.

## Course Structure

Qualification for this award requires the successful completion of 80 credit points which include six core units and two alternate units.

### Exit Awards

#### 2699 Graduate Diploma in Marketing

#### 2700 Graduate Certificate in Marketing

### Core Units

51002.1	Marketing Management
51003.1	Buyer Behaviour
51011.2	Strategic Marketing
51012.2	International Marketing
200280.2	Masters Project
200370.1	Marketing Research

### Alternate Units

51006.1	Promotion Management
51014.1	Business Marketing Strategy
51015.2	Multinational Relationship Marketing
51016.1	Services Marketing Management
51026.2	International Business Environment
200231.2	Promotion and Advertising Overseas
200371.1	Advanced Marketing Research
200516.1	Marketing and International Trade Relations
200517.1	Marketing Projects and Services Overseas

## Graduate Diploma in Marketing

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### 2699.2

This is an exit award only. Applicants apply to the Master of Business (Marketing), course code 2698 and exit with the Graduate Diploma award. Further details are available from the Master of Business (Marketing) listing.

### Course Structure

Qualification for this award requires the successful completion of 60 credit points which includes four core units and two alternate units. This is an exit award from the Master of Business (Marketing), course code 2698.

### Core Units

51002.1	Marketing Management
51003.1	Buyer Behaviour
51012.2	International Marketing
200370.1	Marketing Research

### Alternate Units

A list of alternate units for this award is available from the Master of Business (Marketing), course code 2698.

## Graduate Certificate in Marketing

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### 2700.2

This course prepares suitable qualified people for managerial marketing roles through academically rigorous, practically oriented and relevant marketing education. The curriculum provides a comprehensive grounding in fundamental marketing principles and practice whilst allowing students to pursue alternates in specific marketing areas of interest. The course is ideally suited for those wishing to develop their marketing knowledge, skills and aptitude to perform as professional marketing managers.

### Study Mode

Two quarters full-time or the part-time equivalent.

### Admission

Applications from Australian citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC).

International applicants must apply directly to the University of Western Sydney via UWS International.

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Details of minimum English proficiency requirements and acceptable proof can be found on the Universities Admissions Centre website (UAC).

Overseas qualifications must be deemed by the Australian Education International - National Office of Overseas Skills Recognition (AEI-NOOSR) to be equivalent to Australian qualifications in order to be considered by UAC and UWS.

Applicants must have successfully completed an undergraduate degree in any discipline

OR

At least 6 years FTE general work experience.

### Course Structure

Qualification for this award requires the completion of 40 credit points from the Master of Business (Marketing), course code 2698. This includes three core units and one alternate unit.

### Core Units

51002.1	Marketing Management
51003.1	Buyer Behaviour
200370.1	Marketing Research

### Alternate Unit

For a list of alternate units please refer to 2698 Master of Business (Marketing).

2698 Master of Business (Marketing)

## Master of Business (Operations Management)

### 2624.1

The course is designed for managers who seek skills and knowledge in operations management. It is also designed for those who wish to prepare for senior operations management roles in manufacturing or service organisations, in both the private and public sectors. The course will initially cover introductory operations management, quality management, supply chain management and project management. Students will be encouraged to enhance their skills in specialised areas within operations management by selecting units from a range of electives. The course is intended to assist graduates to develop the perspectives and skills necessary for an integrated approach to planning, implementing, upgrading and managing business operations that enhance customer value and organisational effectiveness.

### Study Mode

One year full-time or two years part-time.

### Location

Campus	Attendance	Mode
Parramatta Campus	Full Time	Internal
Parramatta Campus	Part Time	Internal

### Advanced Standing

Advanced Standing will be assessed in accordance with UWS policy.

### Admission

Applications from Australian citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC).

International applicants must apply directly to the University of Western Sydney via UWS International.

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Details of minimum English proficiency requirements and acceptable proof can be found on the Universities Admissions Centre website (UAC).

Overseas qualifications must be deemed by the Australian Education International - National Office of Overseas Skills Recognition (AEI-NOOSR) to be equivalent to Australian qualifications in order to be considered by UAC and UWS.

Applicants must have successfully completed an undergraduate degree in any discipline.

### Course Structure

Qualification for this award requires the successful completion of 80 credit points as per the recommended sequence below.

The course is made up of four core units, a minimum two units from the list of alternate units totalling 20 credit points and a maximum of other electives (UWS postgraduate units) totalling 20 credit points.

### Core Units

51240.1	Project Management
200223.1	Operations Management
200224.1	Management of Quality
200329.1	Supply Chain Management

### Alternate Units

H7068.1	Long Term Scenario Analysis
H7072.1	Risk Management
H7104.1	Strategic Technology Management
51230.1	Statistical Process Control
51255.1	Law and Contracts Management
51257.1	Manufacturing Resource Planning
51259.1	Purchasing and Materials Management
51260.1	Research and Development Management
51276.1	Business Re-engineering
51277.1	Innovation and Entrepreneurship
51286.1	Contemporary Engineering Organisation and Management Practice
200185.1	Analysis for Managerial Decision-Making
200225.1	Quality Planning and Analysis
200226.1	Quality Systems and Business Performance
200227.1	Performance Measurement and Benchmarking
200228.1	Assets and Maintenance Management
200691.1	Business Research Paper

51262 Operations Management Final Project is subject to approval of the course advisor or program head.

51278 Business Research Paper is subject to approval of the course advisor or program head.

Other UWS postgraduate unit(s) approved by the course coordinator may be chosen as electives.

The following are exit points from this award:

#### 2625 Graduate Diploma in Business (Operations Management)

This is made up of 60 credit points which must include the following units:

51240.1	Project Management
200223.1	Operations Management
200224.1	Management of Quality
200329.1	Supply Chain Management

The remaining 20 credit points may be drawn from the list of alternate units.

#### 2626 Graduate Certificate in Business (Operations Management)

This is made up of 40 credit points which must include the following units:

200223.1	Operations Management
200224.1	Management of Quality

The other 20 credit points may be drawn from the remaining core units or from the list of alternate units.

## Graduate Diploma in Business (Operations Management)

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### 2625.1

This is an exit award only. Applicants apply to the Master of Business (Operations Management), course code 2624 and exit with the Graduate Diploma award. Further details are available from the Master of Business (Operations Management) listing.

## Graduate Certificate in Business (Operations Management)

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### 2626.1

This is an exit award. Please refer to Master of Business (Operations Management), course code 2624 for details.

## Graduate Certificate in Business

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### 2655.1

This course is suitable for those seeking a broadly based business qualification to consolidate previous undergraduate learning and/or practical supervisory or management experience. The course allows for postgraduate units to be completed from a variety of business related disciplines. In consultation with the Head of Program students may choose to complete any four units for career and personal advancement or interest. Alternatively students can complete the 4 core units of any Master degree with the intention of applying to study at Master's level in the future.

This program may also be offered in collaboration with Industry partners.

### Study Mode

Six months full-time or one year part-time.

### Location

Campus	Attendance	Mode
	Full Time	Internal
	Part Time	Internal
Parramatta Campus	Full Time	Internal
Parramatta Campus	Part Time	Internal

### Advanced Standing

Advanced standing will be granted in accordance with UWS policy.

### Admission

Applications from Australian citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC).

International applicants must apply directly to the University of Western Sydney via UWS International.

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Details of minimum English proficiency requirements and acceptable proof can be found on the Universities Admissions Centre website (UAC).

Overseas qualifications must be deemed by the Australian Education International - National Office of Overseas Skills Recognition (AEI-NOOSR) to be equivalent to Australian qualifications in order to be considered by UAC and UWS.

Applicants must possess:

An Australian undergraduate degree or equivalent,  
OR

An Australian advanced diploma or equivalent, together with at least three years post qualification managerial or professional experience,

OR

An Australian postgraduate certificate or equivalent,  
OR

At least four years of supervisory or managerial or professional experience relevant to the area of study.

### Course Structure

Qualification for this award requires the successful completion of four Postgraduate units totalling 40 credit points and must be approved by the Head of Program.

The four units will consist of units from the following disciplines:

- Accounting
- Economics
- Finance
- Hospitality
- Human Resource Management and Industrial Relations
- International Business
- Law
- Management
- Marketing
- Operations and Engineering Management

This degree may be studied as preparation for entry into various graduate awards.

## Master of Business Administration

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### 5500.3

The MBA is a high quality generalist management degree. It is an ideal postgraduate program for any individual seeking to gain a greater depth and understanding of the core functions of management and business administration. It is designed to develop the skills, knowledge and

competencies of managers and future managers who conduct business locally and internationally. The composition of the MBA provides a wealth of valuable grounding for managers. It equips managers to not only oversee the day-to-day operations of the organisation but also, more broadly, to manage their people, manage their money, and manage their markets, and to do so with an appreciation of the value chain that the people, money and markets constitute. Emphasis is placed on functional and applied skills, complemented by cultural studies designed to enable managers to act sensitively, appropriately and effectively in the international business environment. With a mix of theory and practice throughout the program, the MBA is relevant and immediately applicable to your workplace.

### Study Mode

One year full-time or two to three years part-time.

### Location

Campus	Attendance	Mode
Parramatta Campus	Full Time	Internal
Parramatta Campus	Part Time	Internal

### Admission

Applications from Australian citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC).

International applicants must apply directly to the University of Western Sydney via UWS International.

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Details of minimum English proficiency requirements and acceptable proof can be found on the Universities Admissions Centre website (UAC).

Overseas qualifications must be deemed by the Australian Education International - National Office of Overseas Skills Recognition (AEI-NOOSR) to be equivalent to Australian qualifications in order to be considered by UAC and UWS.

Applicants must have:

- Successfully completed an undergraduate degree in any discipline AND have a minimum 2 years FTE managerial/professional work experience post degree; OR
- Successfully completed an undergraduate degree in any discipline AND have a minimum 3 years FTE general work experience post degree; OR
- Successfully completed a Graduate Diploma in Business Administration.

### Course Structure

Qualification for this award requires the successful completion of 120 credit points. This includes eight core and four electives as per the structure below.

### Core Units

<b>500000.1</b>	Marketing Management
<b>500001.1</b>	Value Chain Management
<b>500002.1</b>	Managing People
<b>500003.1</b>	Financial Management
<b>500004.1</b>	International Business
<b>U51043.1</b>	Contemporary Organisation Behaviour

**U51045.2** Accounting Perspectives for Management  
**U51050.1** Strategic Management (MBA)

And four elective units.

Students in this course can exit with either of the following on completion of the relevant units:

**5501 Graduate Diploma in Business Administration**

**5502 Graduate Certificate in Business Administration**

## Graduate Diploma in Business Administration

### 5501.2

The Graduate Diploma in Business Administration is a high quality stand-alone university accredited program. It also serves as part of the progression path into the MBA. The diploma builds upon the certificate by elaborating on the knowledge base involved in the challenging areas of managing people and financial management.

Constructed not only to be practical and applicable in day-to-day management practice, it is an ideal program for anyone that seeks to understand the essence of management and business administration.

### Study Mode

Six months full-time or nine to twelve months part-time.

### Location

Campus	Attendance	Mode
Parramatta Campus	Full Time	Internal
Parramatta Campus	Part Time	Internal

### Admission

Applications from Australian citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC).

International applicants must apply directly to the University of Western Sydney via UWS International.

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Details of minimum English proficiency requirements and acceptable proof can be found on the Universities Admissions Centre website (UAC).

Overseas qualifications must be deemed by the Australian Education International - National Office of Overseas Skills Recognition (AEI-NOOSR) to be equivalent to Australian qualifications in order to be considered by UAC and UWS.

Applicants must have:

- Successfully completed an undergraduate degree in any discipline AND have a minimum 2 years FTE managerial/professional work experience post degree; OR
- Successfully completed an undergraduate degree in any discipline AND have a minimum 3 years FTE general work experience post degree; OR
- Successfully completed a TAFE Advanced Diploma in any discipline AND have a minimum 3 years FTE managerial/professional work experience; OR

- Successfully completed a Graduate Certificate in Business Administration.

### Course Structure

Qualification for this award requires the successful completion of 60 credit points.

The Diploma comprises six units, all of which are presented at the same academic level as the MBA.

### Core Units

<b>500000.1</b>	Marketing Management
<b>500001.1</b>	Value Chain Management
<b>500002.1</b>	Managing People
<b>500003.1</b>	Financial Management
<b>U51043.1</b>	Contemporary Organisation Behaviour
<b>U51045.2</b>	Accounting Perspectives for Management

## Graduate Certificate in Business Administration

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### 5502.2

The Graduate Certificate in Business Administration is designed to set the foundation of knowledge and skills in the core competencies of business and management.

The certificate is not only the first stage towards progressing to a Graduate Diploma or the MBA, but may also be taken as a stand-alone program.

The certificate is the perfect introduction to gaining an understanding of the workings of the management and the business arena. It offers practical strategies to approach the challenges involved in managing people, money and markets and shows how these core areas are linked.

The certificate is a particularly useful program for those who seek to immediately enhance career opportunities and for those who have been away from study for a long period of time. It is also a valuable introduction to postgraduate university studies.

### Study Mode

Three months full-time or six to nine months part-time.

### Location

Campus	Attendance	Mode
Parramatta Campus	Full Time	Internal
Parramatta Campus	Part Time	Internal

### Admission

Applications from Australian citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC).

International applicants must apply directly to the University of Western Sydney via UWS International.

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Details of minimum English proficiency requirements and acceptable proof can be found on the Universities Admissions Centre website (UAC).

Overseas qualifications must be deemed by the Australian Education International - National Office of Overseas Skills Recognition (AEI-NOOSR) to be equivalent to Australian qualifications in order to be considered by UAC and UWS.

Applicants must have:

- Successfully completed an undergraduate degree in any discipline AND have a minimum 2 years FTE managerial/professional work experience post degree; OR
- Successfully completed an undergraduate degree in any discipline AND have a minimum 3 years FTE general work experience post degree; OR
- Successfully completed a TAFE Advanced Diploma in any discipline AND have a minimum 3 years FTE managerial/professional work experience post degree; OR
- A minimum of 5 years FTE professional/managerial work experience.

### Course Structure

Qualification for this award requires the successful completion of 40 credit points.

This course is also an exit award to Master of Business Administration, course code 5500.

The certificate comprises four units, all of which are presented at the same academic level as the Sydney MBA.

### Core Units

<b>500000.1</b>	Marketing Management
<b>500001.1</b>	Value Chain Management
<b>U51043.1</b>	Contemporary Organisation Behaviour
<b>U51045.2</b>	Accounting Perspectives for Management

## Master of Business and Commerce

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### 2631.1

This course version will be replaced by version 2 from 2010.

Students complete the four core units in the Master of Business and Commerce and four units in any one specialisation for a total of 80 credit points. This course has a mid-year intake and is suitable for graduates holding a bachelors degree in any discipline from a recognised university.

Through its foundation of a solid business and commerce core, this degree provides graduates with a general knowledge of the basics of business e.g. Accounting and Finance, Marketing, Human Resource Management and Industrial Relations. Upon completion of the core, students then gain specialised knowledge in a functional business area. Specialisations include Accounting, Corporate Administration, Finance, Human Resource Management/ Industrial Relations, Information Systems, International Management, Management, Marketing, Operations Management, Quantitative Business Methods and Workplace Law.

### Study Mode

One year full-time or two years part-time. Some units will only be offered at the Westmead campus.



## Advanced Standing

The school will grant exemptions if a student has completed post-graduate studies in equivalent units at UWS or another academic institution. advanced standing will be granted to a maximum of 50% of the credit points.

## Admission

Applications from Australian citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC).

International applicants must apply directly to the University of Western Sydney via UWS International.

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Details of minimum English proficiency requirements and acceptable proof can be found on the Universities Admissions Centre website (UAC).

Overseas qualifications must be deemed by the Australian Education International - National Office of Overseas Skills Recognition (AEI-NOOSR) to be equivalent to Australian qualifications in order to be considered by UAC and UWS.

Applicants must have successfully completed an undergraduate degree in any discipline

OR

A Graduate Certificate in any discipline

OR

5 years FTE managerial/professional work experience.

## Course Structure

Qualification for this award requires the successful completion of 80 credit points which include the units listed in the recommended sequence below. The first four units are core units and four are from one of the specialisation sequences.

In some instances due to resource and demand considerations there will be a need to rearrange the pattern set down below.

## Exit Awards

### 2632 Graduate Diploma in Business and Commerce - 60 credit points.

Core units plus two alternate units

### 2633 Graduate Certificate in Business and Commerce - 40 credit points

All four Core units

## Recommended Sequence

### Full-time

#### Year 1

#### Autumn session

**46518.1** Human Resource Management  
**200359.1** Dynamics of Workplace Management

Students wishing to complete the Accounting specialisation must complete Introductory Accounting, unit code 200396.

Choose one of:

**200396.2** Introductory Accounting (PG)  
**200495.2** Accounting: A Business Perspective (PG)

Choose one of:

**51002.1** Marketing Management  
**200425.1** Economics (PG)

### Spring session

Choose four units from one of the specialisations. Please note that not all specialisations may be offered each year.

### Part-time

#### Year 1

#### Autumn session

**46518.1** Human Resource Management

Students wishing to complete the Accounting specialisation must complete 200396 Introductory Accounting.

Choose one of:

**200396.2** Introductory Accounting (PG)  
**200495.2** Accounting: A Business Perspective (PG)

### Spring session

Choose two units from one of the specialisations.

#### Year 2

#### Autumn session

**200359.1** Dynamics of Workplace Management

Choose one of:

**51002.1** Marketing Management  
**200425.1** Economics (PG)

### Spring session

Choose two more units from the chosen specialisation.

## Specialisations

**SPA2631.1** Accounting  
**2631CAMBC.1** Corporate Administration  
**2631EBMBC.1** E-Business  
**SP21010.1** Human Resource Management and Industrial Relations  
**SP21012.1** Finance  
**SP21007.1** Information Systems Practice  
**SPINT2631.1** International Management  
**2631ITMBC.1** International Trade  
**SP21015.1** Management  
**SP21009.1** Marketing  
**SP21011.1** Operations Management  
**2631QBMMBC.1** Quantitative Business Methods  
**SP21016.1** Workplace Law

## Graduate Diploma in Business and Commerce

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### 2632.1

This is an exit award only. Applicants apply to the Master of Business and Commerce, course code 2631 and exit with the Graduate Diploma award. Further details are available from the Master of Business and Commerce.

## Graduate Certificate in Business and Commerce

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### 2633.1

This is an exit award only. Applicants apply to Master of Business and Commerce, course code 2631 program and exit with the Graduate Certificate award. Further details are available from the Master of Business and Commerce.

## Master of Commerce (Financial Planning)

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### 2671.1

The course is designed to provide the educational basis to enable students to increase competence as professional financial advisers and enable them to gain an advanced knowledge and understanding of the financial planning industry. With the increasing complexity of taxation laws, the ageing population and the focus on self-reliance in retirement, the financial planning industry is developing as a distinct profession in Australia. Individuals and organisations require the skills of professionally equipped financial planners to assist them in effective investment and risk management and also with complex retirement planning strategies.

### Study Mode

This course is offered externally, one year full-time or two years part-time.

### Location

Campus	Attendance	Mode
Parramatta Campus	Full Time	External
Parramatta Campus	Part Time	External

### Advanced Standing

Advanced standing may be granted for postgraduate units successfully completed at UWS or other recognised academic institutions, or postgraduate level units successfully completed with a recognised professional body. The maximum advanced standing allowed is 20 credit points comprising 25% of total study.

### Accreditation

This course is accredited by the Financial Planning Association as meeting entry requirements into the CFP Professional Education Program and is listed on the ASIC Register of courses meeting both levels of RG146

requirements. The course is also an approved postgraduate qualification meeting the educational requirements for the CPA Australia specialisation in Financial Planning.

### Admission

Applications from Australian citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC).

International applicants must apply directly to the University of Western Sydney via UWS International.

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Details of minimum English proficiency requirements and acceptable proof can be found on the Universities Admissions Centre website (UAC).

Overseas qualifications must be deemed by the Australian Education International - National Office of Overseas Skills Recognition (AEI-NOOSR) to be equivalent to Australian qualifications in order to be considered by UAC and UWS.

Applicants must have successfully completed an undergraduate degree in any discipline

OR

A Graduate Certificate or Graduate Diploma in financial services, accounting or finance.

### Course Structure

Qualification for this award requires the successful completion of 80 credit points which includes five core units and three electives.

Students who successfully complete 2690 Graduate Certificate in Commerce (Financial Planning) are able to apply to progress to this course.

### Core Units

<b>CO801A.1</b>	Principles of Financial Planning (PG)
<b>CO802A.1</b>	Principles of Investment Planning (PG)
<b>CO803A.1</b>	Planning for Retirement (PG)
<b>CO804A.1</b>	Insurance & Risk Management (PG)
<b>CO805A.1</b>	Estate Planning and Professional Responsibilities (PG)

### Electives

Electives may be chosen from any any postgraduate units offered by UWS or a selection made from the list of alternate units below.

### Alternate Units

<b>AC808A.1</b>	Taxation Planning and Implications (PG)
<b>CO806A.1</b>	Current Issues in Financial Planning (PG)
<b>LW805A.1</b>	Capital Gains Tax

## Graduate Certificate in Commerce (Financial Planning)

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### 2690.1

This course is designed for those who do not possess an undergraduate qualification, but who seek to pursue a postgraduate award relevant to the financial planning

environment. Financial planning is an expanding area of practice for financial advisers, paraplanners, administration and support staff, risk writers, researchers and approved product list managers and public sectors. Successful study within this award may allow articulation to the related Masters degree.

### Study Mode

This course is offered externally, six months full-time or one year part-time.

### Location

Campus	Attendance	Mode
Parramatta Campus	Full Time	External
Parramatta Campus	Part Time	External

### Advanced Standing

Advanced standing will be assessed in accordance with UWS policy.

### Accreditation

Selected units may assist with RG146 requirements.

### Admission

Applications from Australian citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC).

International applicants must apply directly to the University of Western Sydney via UWS International.

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Details of minimum English proficiency requirements and acceptable proof can be found on the Universities Admissions Centre website (UAC).

Overseas qualifications must be deemed by the Australian Education International - National Office of Overseas Skills Recognition (AEI-NOOSR) to be equivalent to Australian qualifications in order to be considered by UAC and UWS.

Applicants must have successfully completed an undergraduate degree in any discipline

OR

Three years FTE work experience in financial services or a related area.

### Course Structure

Qualification for this award requires the successful completion of four units selected from the list of alternate units below. Not all units are available in every semester.

Students may progress to Master of Commerce (Financial Planning), course code 2671 on completion of this award.

### Alternate Units

<b>CO801A.1</b>	Principles of Financial Planning (PG)
<b>CO802A.1</b>	Principles of Investment Planning (PG)
<b>CO803A.1</b>	Planning for Retirement (PG)
<b>CO804A.1</b>	Insurance & Risk Management (PG)
<b>CO805A.1</b>	Estate Planning and Professional Responsibilities (PG)

## Master of Commerce (Human Resource Management and Industrial Relations)

### 2601.1

Students commencing from Quarter 3, 2009 should refer to 2601.2.

This course has been designed for those who hold or wish to hold a responsible position in human resource management or industrial relations. It provides the opportunity to study foundation and specialised units relating to employment relations. The course has a mid year intake.

### Study Mode

One year full-time or two years part-time.

### Advanced Standing

Advanced standing will be assessed in accordance with UWS policy.

### Accreditation

This course has been accredited with the Australian Human Resources Institute (AHRI).

### Admission

Applications from Australian citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC).

International applicants must apply directly to the University of Western Sydney via UWS International.

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Details of minimum English proficiency requirements and acceptable proof can be found on the Universities Admissions Centre website (UAC).

Overseas qualifications must be deemed by the Australian Education International - National Office of Overseas Skills Recognition (AEI-NOOSR) to be equivalent to Australian qualifications in order to be considered by UAC and UWS.

Applicants must have successfully completed an undergraduate degree in any discipline

OR

A Graduate Certificate in any discipline

OR

A minimum of 6 years FTE employment relations or related work experience.

### Course Structure

Qualification for this award requires the successful completion of 80 credit points which include the units listed in the recommended sequence below. Students may exit with a Graduate Diploma or Graduate Certificate on completion of the relevant units.

### Exit Awards

2602 - Graduate Diploma in Human Resource Management and Industrial Relations - 60 credit points

2603 - Graduate Certificate in Human Resource Management and Industrial Relations - 40 credit points

## Recommended Sequence

### Full-time

#### Year 1

##### Autumn session

- 46518.1** Human Resource Management  
**46525.1** The Industrial Relations Process  
**200359.1** Dynamics of Workplace Management

And one alternate unit

##### Spring session

Four alternate units

### Part-time

#### Year 1

##### Autumn session

- 46518.1** Human Resource Management  
**46525.1** The Industrial Relations Process

##### Spring session

- 200359.1** Dynamics of Workplace Management

And one alternate unit

#### Year 2

##### Autumn session

Two alternate units

##### Spring session

Two alternate units

### Alternate Units

- 46517.1** Employment Relations Practice  
**46519.1** Employment Relations Strategy and Change  
**46530.1** Themes in International and Comparative Employment Relations  
**46557.1** International Human Resource Management  
**47021.1** Work and Society  
**48024.1** Employment Relations Law  
**51031.1** Managing Diversity  
**51034.1** Human Resource Management Processes and Systems  
**51106.1** Contemporary Issues in Employment Relations  
**51147.1** International Perspectives on Workplace Reform  
**51178.1** Occupational Health and Safety (PG)  
**51200.1** Employment Relations Thesis Preparation (PG)  
**51280.1** Remuneration Theory and Practice (PG)  
**51300.1** Negotiation, Bargaining and Advocacy (PG)  
**69094.1** Occupational Health and Safety Law (PG)  
**51176.1** Employee Training and Development (PG)  
**200716.1** Developing Human Capital  
**200724.1** Workforce Planning

## Graduate Diploma in Human Resource Management and Industrial Relations

### 2602.1

This course version will be replaced by 2602.2 from Quarter 3, 2009.

This is an exit award only. Applicants apply to the Master of Commerce (Human Resource Management and Industrial Relations), course code 2601 and exit with the Graduate Diploma award. Further details are available from the Master of Commerce (Human Resource Management and Industrial Relations) listing.

## Graduate Certificate in Human Resource Management and Industrial Relations

### 2603.1

This course version will be replaced by 2603.2 from Quarter 3, 2009.

This is an exit award only. Applicants apply to the Master of Commerce (Human Resource Management and Industrial Relations), course code 2601 and exit with the Graduate Certificate award. Further details are available from the Master of Commerce (Human Resource Management and Industrial Relations).

## Master of Commerce (Human Resource Management and Industrial Relations)

### 2601.2

Students commencing prior to Quarter 3 2009, should refer to 2601.1.

This course equips graduates to work in the fields of human resource management and industrial relations. Key functional areas are considered within a strategic and contextualised framework, with an underlying objective of searching for ways to strengthen organisations for all stakeholders. This education builds the necessary knowledge base for working in employment relations, but the emphasis is knowledge in action, as inspired by the Australia Human Resource Institute's capabilities for HR professionals and UWS graduate attributes designed to bring knowledge to life.

### Study Mode

One year full-time or two years part-time.

### Location

Campus	Attendance	Mode
Parramatta Campus	Full Time	Internal
Parramatta Campus	Part Time	Internal

## Accreditation

Australian Human Resources Institute (2008 – 2011); a condition of accreditation was to confirm final revision to the degree with AHRI.

## Admission

Applications from Australian citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC).

International applicants must apply directly to the University of Western Sydney via UWS International.

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Details of minimum English proficiency requirements and acceptable proof can be found on the Universities Admissions Centre website (UAC).

Overseas qualifications must be deemed by the Australian Education International - National Office of Overseas Skills Recognition (AEI-NOOSR) to be equivalent to Australian.

Applicants must have successfully completed an undergraduate degree (or equivalent) in human resource management/industrial relations or Business-related areas OR

Successful completion of a Graduate Certificate in Human Resource Management and Industrial Relations (or study deemed equivalent).

## Course Structure

Qualification for this award requires the successful completion of 80 credit points which include the units listed below. Students may exit with a Graduate Diploma or Graduate Certificate on completion of the relevant units. Students may enrol in a maximum of 20 credit points per quarter.

## Exit Awards

2602 - Graduate Diploma in Human Resource Management and Industrial Relations - 60 credit points

2603 - Graduate Certificate in Human Resource Management and Industrial Relations - 40 credit points

## Recommended Sequence

### Full-time

#### Year 1

**200719.1** Industrial Relations and Workplace Change  
**200725.1** Workplace Management Dynamics  
**200722.1** Strategic Employment Relations

Please choose one of:

**200718.1** Human Resource Management

OR (for approved students only)

**200715.1** Contemporary Applied Research in Employment Relations

And three alternate units (from the list below)

And one elective

## Alternate Units

**200767.1** Employment Relations Law  
**200361.1** Advanced Thesis Preparation  
**200716.1** Developing Human Capital  
**200717.1** Employment Relations Professional Practice  
**200720.1** International and Global Employment Relations  
**200721.1** Reward Management  
**200723.1** Work, Society and Labour Markets  
**200724.1** Workforce Planning  
**300391.1** Occupational Health Management  
**300677.1** Safety and Risk Management

Only one unit from 300677 or 300391 can be selected.

## Graduate Diploma in Human Resource Management and Industrial Relations

### 2602.2

This version of the course commences from Quarter 3 2009.

This is an Exit course only. Applicants apply to 2601.2 Master of Commerce (Human Resource Management and Industrial Relations) and exit with the Graduate Diploma award.

## Course Structure

Qualification for this award requires the successful completion of 60 credit points which include the units listed in the recommended sequence below.

Students may enrol in a maximum of 20 credit points per quarter.

## Recommended Sequence

### Full-time

#### Year 1

#### Quarter 1

**200718.1** Human Resource Management  
**200719.1** Industrial Relations and Workplace Change

#### Quarter 2

**200725.1** Workplace Management Dynamics

One alternate unit from the list below.

#### Quarter 3

One alternate unit from the list below.

One Elective

## Alternate Units

**200767.1** Employment Relations Law  
**200361.1** Advanced Thesis Preparation  
**200716.1** Developing Human Capital  
**200717.1** Employment Relations Professional Practice  
**200720.1** International and Global Employment Relations  
**200721.1** Reward Management  
**200723.1** Work, Society and Labour Markets

**200724.1** Workforce Planning  
**300391.1** Occupational Health Management  
**300677.1** Safety and Risk Management

Only one unit from 300677 or 300391 can be selected.

## Graduate Certificate in Human Resource Management and Industrial Relations

### 2603.2

This version of the course commences from Quarter 3 2009. This course provides an introduction to human resource management and industrial relations in a business context for those who may have employment relations responsibilities as part of their role or who may be considering moving into employment relations from other specialisations. It also provides an admission pathway to the Master program. Key functional areas and processes are considered within a contextualised framework.

### Study Mode

Six months full-time or one year part-time.

### Location

Campus	Attendance	Mode
Parramatta Campus	Full Time	Internal
Parramatta Campus	Part Time	Internal

### Admission

Applications from Australian citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC).

International applicants must apply directly to the University of Western Sydney via UWS International.

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Details of minimum English proficiency requirements and acceptable proof can be found on the Universities Admissions Centre website (UAC).

Overseas qualifications must be deemed by the Australian Education International - National Office of Overseas Skills Recognition (AEI-NOOSR) to be equivalent to Australian qualifications in order to be considered by UAC and UWS.

Applicants must have successfully completed an undergraduate degree (or equivalent) in any area OR

Other post-secondary qualifications in human resource management/industrial relations plus a minimum of four years work experience in human resource management/industrial relations or business-related fields.

OR

A minimum of four years professional/managerial work experience in human resource management/industrial relations or related fields.

### Course Structure

Qualification for this award requires the successful completion of 40 credit points which include the units listed below.

Students may enrol in a maximum of 20 credit points per quarter.

### Full-time

#### Year 1

**200718.1** Human Resource Management  
**200717.1** Employment Relations Professional Practice

And two General Business Units from the list below.

### Business Units

**200495.2** Accounting: A Business Perspective (PG)  
**200223.1** Operations Management  
**51002.1** Marketing Management  
**200425.1** Economics (PG)

## Master of Commerce (Property Investment and Development)

### 2725.1

This course provides the opportunity for advanced level of study in property investment and development. It allows students to understand the multi-disciplinary nature of property investment and development, and to develop the analytical and decision making skills necessary for property investment and development, and property professionals.

### Study Mode

One year full-time or two years part-time.

### Location

Campus	Attendance	Mode
Sydney CBD	Full Time	Internal
Sydney CBD	Part Time	Internal

### Accreditation

This course is designed to meet the requirements for membership of the Australian Property Institute (API).

### Admission

Applications from Australian citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC).

International applicants must apply directly to the University of Western Sydney via UWS International.

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Details of minimum English proficiency requirements and acceptable proof can be found on the Universities Admissions Centre website (UAC).

Overseas qualifications must be deemed by the Australian Education International - National Office of Overseas Skills Recognition (AEI-NOOSR) to be equivalent to Australian qualifications in order to be considered by UAC and UWS.

Applicants must have successfully completed an undergraduate degree in a relevant field such as property, business, finance, town planning, building/construction, architecture and engineering.

## Course Structure

Qualification for this award requires the successful completion of 80 credit points which includes the units listed in the recommended sequence below.

### Year 1

#### Full time

#### Autumn session

<b>CO809A.1</b>	The Property Environment
<b>200696.1</b>	Property Investment Analysis (V2)
<b>CO810A.1</b>	Property Portfolio Analysis
<b>MCB617.1</b>	Property Development (V2)

#### Spring session

<b>MCB612.1</b>	Property Finance and Taxation
<b>200695.1</b>	Income Property Appraisal
<b>DN805A.1</b>	Feasibility Studies
<b>CO813A.1</b>	Project

#### Part time

### Year 1

#### Autumn session

<b>CO809A.1</b>	The Property Environment
<b>200696.1</b>	Property Investment Analysis (V2)

#### Spring session

<b>MCB612.1</b>	Property Finance and Taxation
<b>200695.1</b>	Income Property Appraisal

### Year 2

#### Autumn session

<b>CO810A.1</b>	Property Portfolio Analysis
<b>MCB617.1</b>	Property Development (V2)

#### Spring session

<b>DN805A.1</b>	Feasibility Studies
<b>CO813A.1</b>	Project

## Graduate Diploma in Property Investment and Development

### 2726.1

This program aims to provide the opportunity for diploma level of study in property investment and development. It allows students to understand the multi-disciplinary nature of property investment and development, and to develop the analytical and decision making skills necessary for property investment and development, and property professionals.

This course has no mid-year intake.

## Study Mode

One year full-time or 18 months part-time.

## Location

Campus	Attendance	Mode
Sydney CBD	Full Time	Internal
Sydney CBD	Part Time	Internal

## Accreditation

This course is designed to meet the requirements for membership of the Australian Property Institute (API).

## Admission

Applications from Australian citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC).

International applicants must apply directly to the University of Western Sydney via UWS International.

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Details of minimum English proficiency requirements and acceptable proof can be found on the Universities Admissions Centre website (UAC).

Overseas qualifications must be deemed by the Australian Education International - National Office of Overseas Skills Recognition (AEI-NOOSR) to be equivalent to Australian qualifications in order to be considered by UAC and UWS.

Applicants must have successfully completed an Advanced Diploma in Valuation

OR

Have a minimum of 5 years FTE senior employment experience in property or a property related area.

## Course Structure

Qualification for this award requires the successful completion of 60 credit points including the units listed in the recommended sequence below.

## Recommended Sequence

### Full time

#### Year 1

#### Autumn session

<b>CO809A.1</b>	The Property Environment
<b>200696.1</b>	Property Investment Analysis (V2)
<b>CO810A.1</b>	Property Portfolio Analysis
<b>MCB617.1</b>	Property Development (V2)

#### Spring session

<b>MCB612.1</b>	Property Finance and Taxation
<b>200695.1</b>	Income Property Appraisal

### Part time

#### Year 1

#### Autumn session

<b>CO809A.1</b>	The Property Environment
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**200696.1** Property Investment Analysis (V2)

#### Spring session

**MCB612.1** Property Finance and Taxation  
**200695.1** Income Property Appraisal

#### Year 2

#### Autumn session

**CO810A.1** Property Portfolio Analysis  
**MCB617.1** Property Development (V2)

## Master of Finance

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### 2705.1

The Master of Finance prepares students for executive careers in finance, banking, funds management and corporate treasuries. The degree is specifically designed to encompass all these fields so that students can choose the units appropriate to their career opportunities. The degree provides students with the technical knowledge necessary to function in an evolving and increasingly sophisticated financial environment with an emphasis on the practical application of these techniques. All of the units have been developed by individuals who are actively involved in the financial sector.

#### Study Mode

18 months full-time or 3 years part-time.

#### Location

Campus	Attendance	Mode
Parramatta Campus	Full Time	Internal
Parramatta Campus	Part Time	Internal

#### Accreditation

The Master of Finance fulfils the educational requirements for admission as a Senior Associate (SA Fin) of Finsia - the Financial Services Institute of Australasia. Senior Associate membership with Finsia also requires at least 3 years career experience in the financial services industry. The Master of Finance also allows graduates to satisfy the education requirements for professional membership of the Finance and Treasury Association - Certified Finance and Treasury Professional (FTA-CFTP).

#### Admission

Applications from Australian citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC).

International applicants must apply directly to the University of Western Sydney via UWS International.

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Details of minimum English proficiency requirements and acceptable proof can be found on the Universities Admissions Centre website (UAC).

Overseas qualifications must be deemed by the Australian Education International - National Office of Overseas Skills

Recognition (AEI-NOOSR) to be equivalent to Australian qualifications in order to be considered by UAC and UWS.

Applicants must have successfully completed an undergraduate degree in Business or Commerce  
OR

A Graduate Certificate in Applied Finance.

#### Course Structure

Qualification for this award requires the successful completion of 120 credit points which include units listed below.

Students generally complete two units per quarter.

#### Core Units

<b>51054.1</b>	Financial Modelling
<b>51163.1</b>	Financial Institutions and Markets (MAF)
<b>51168.1</b>	Funds Management and Portfolio Selection
<b>51169.1</b>	Derivatives
<b>51212.1</b>	Security Analysis and Portfolio Theory
<b>200426.1</b>	Corporate Finance (PG)

Students are permitted to complete up to two units from any other Masters degree offered by the College of Business as part of the six alternate units.

#### Alternate Units

<b>51165.1</b>	Financial Institution Management
<b>51166.1</b>	Credit and Lending Decisions
<b>51167.1</b>	Law of Finance and Securities
<b>51171.1</b>	Real Estate Finance and Investment
<b>51172.1</b>	Marketing of Financial Products
<b>51173.1</b>	Strategic Bank Management
<b>51211.1</b>	International Finance
<b>200425.1</b>	Economics (PG)
<b>H7331.1</b>	International Trade and Industry Economics

#### Specialisations

<b>SP21001.1</b>	Banking
<b>SP2706.1</b>	Treasury
<b>SP2000.1</b>	Property Investment

## Master of International Business

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### 2692.1

This course prepares suitably qualified people for positions in international business. The course builds on core international business studies, allows students to choose electives in different marketing areas and equips students with the knowledge, skills and attitude necessary to operate effectively as international business managers.

#### Study Mode

One year full-time or six months part-time.

#### Admission

Applications from Australian citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC).

International applicants must apply directly to the University of Western Sydney via UWS International.



Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Details of minimum English proficiency requirements and acceptable proof can be found on the Universities Admissions Centre website (UAC).

Overseas qualifications must be deemed by the Australian Education International - National Office of Overseas Skills Recognition (AEI-NOOSR) to be equivalent to Australian qualifications in order to be considered by UAC and UWS.

Applicants must have successfully completed an undergraduate degree in any discipline.

## Course Structure

### Recommended Sequence

Qualification for this award requires the successful completion of 80 credit points which include six core units and two alternate units.

Exit Award: 2592 Graduate Certificate in International Business

### Core Units

<b>51026.2</b>	International Business Environment
<b>51015.2</b>	Multinational Relationship Marketing
<b>51028.1</b>	International Corporate Finance
<b>200368.2</b>	International Business Research
<b>200369.1</b>	International Business Planning and Implementation

Choose one of:

<b>51030.1</b>	Masters Project in International Business
<b>200280.2</b>	Masters Project

### Alternate Units

<b>51002.1</b>	Marketing Management
<b>51003.1</b>	Buyer Behaviour
<b>51006.1</b>	Promotion Management
<b>51011.2</b>	Strategic Marketing
<b>51012.2</b>	International Marketing
<b>51014.1</b>	Business Marketing Strategy
<b>51016.1</b>	Services Marketing Management
<b>200231.2</b>	Promotion and Advertising Overseas
<b>200232.3</b>	Global E-Business Marketing
<b>200371.1</b>	Advanced Marketing Research
<b>200512.1</b>	Contemporary Issues in International Marketing
<b>200516.1</b>	Marketing and International Trade Relations
<b>200517.1</b>	Marketing Projects and Services Overseas

## Graduate Certificate in International Business

### 2592.1

This version will be replaced by version 2 from Quarter 1, 2010.

This course prepares suitably qualified people for positions in International Business. The course provides units on core International Business studies and allows students to pursue one or more in more depth via an 'elective' unit. It equips

students with the knowledge and skills necessary to begin working in International Business.

### Study Mode

Two quarters full-time or the part-time equivalent.

### Advanced Standing

Advanced standings will be granted in accordance with UWS guidelines.

### Admission

Applicants must have successfully completed an undergraduate degree in any discipline

OR

At least 6 years FTE general work experience.

Applications from Australian citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC).

UAC

International applicants must apply directly to the University of Western Sydney via UWS International.

UWS International

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Details of minimum English proficiency requirements and acceptable proof can be found on the Universities Admissions Centre website (UAC).

UAC

Overseas qualifications must be deemed by the Australian Education International - National Office of Overseas Skills Recognition (AEI-NOOSR) to be equivalent to Australian qualifications in order to be considered by UAC and UWS.

### Course Structure

Qualification for this award requires the successful completion of four units as per the structure below.

<b>51015.2</b>	Multinational Relationship Marketing
<b>51026.2</b>	International Business Environment
<b>200368.2</b>	International Business Research

Plus one unit from the selection of units (Alternate units) offered in 2692 Master of International Business.

2692 Master of International Business

## Master of International Hospitality and Hotel Management

### 2728.1

Students commencing in Quarter 3, 2009 should refer to 2728.2.

This course offers students a sound theoretical framework as well as important practical application to management in the hospitality and hotel industry. It covers contemporary management issues in the hospitality industry, and offers new insights into issues related to employee relations, strategic management, marketing, hospitality management operations, gastronomy, financial and accounting management and hospitality facilities development and planning.

**Study Mode**

One year full-time or two years part-time.

**Admission**

Applications from Australian citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC).

International applicants must apply directly to the University of Western Sydney via UWS International.

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Details of minimum English proficiency requirements and acceptable proof can be found on the Universities Admissions Centre website (UAC).

Overseas qualifications must be deemed by the Australian Education International - National Office of Overseas Skills Recognition (AEI-NOOSR) to be equivalent to Australian qualifications in order to be considered by UAC and UWS.

Applicants must have successfully completed an undergraduate degree in any discipline

OR

A TAFE Diploma in Hospitality or a related field

OR

A minimum of six years FTE work experience in Hospitality or a related field.

**Course Structure**

Qualification for this award requires the successful completion of 80 credit points as per the recommended sequence below.

The following are exit points from this award:

- 2729 Graduate Diploma in International Hospitality and Hotel Management - 60 credit points
- 2730 Graduate Certificate in International Hospitality and Hotel Management - 40 credit points

**Full-time****Year 1****Autumn session**

<b>200343.1</b>	Hospitality Operations Management
<b>200258.1</b>	The Hospitality Industry
<b>200261.1</b>	Employment Relations in Hospitality and Hotel Management
<b>200262.1</b>	Strategic Marketing for Hospitality and Hotel Managers

**Spring session**

<b>200259.1</b>	Strategic Hospitality and Hotel Management
<b>200344.1</b>	Hospitality Facilities Development and Planning
<b>200260.1</b>	Financial Management for Hospitality and Hotel Managers
<b>200342.1</b>	Gastronomy and the Management of the Food Experience

**Part-time****Year 1****Autumn session**

<b>200258.1</b>	The Hospitality Industry
<b>200261.1</b>	Employment Relations in Hospitality and Hotel Management

**Spring session**

<b>200262.1</b>	Strategic Marketing for Hospitality and Hotel Managers
<b>200344.1</b>	Hospitality Facilities Development and Planning

**Year 2****Autumn session**

<b>200262.1</b>	Strategic Marketing for Hospitality and Hotel Managers
<b>200343.1</b>	Hospitality Operations Management

**Spring session**

<b>200260.1</b>	Financial Management for Hospitality and Hotel Managers
<b>200342.1</b>	Gastronomy and the Management of the Food Experience

## Graduate Diploma in International Hospitality and Hotel Management

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**2729.1**

Students commencing in Quarter 3, 2009 should refer to 2729.2

This is an exit award only. Applicants apply to 2728 Master of International Hospitality and Hotel Management. Further details are available from the Master of International Hospitality and Hotel Management listing.

## Graduate Certificate in International Hospitality and Hotel Management

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**2730.1**

Students commencing from Quarter 3, 2009 should refer to 2730.2.

This is an exit award only. Please refer to 2728 Master of Hospitality and Hotel Management for details.

## Master of International Hospitality and Hotel Management

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### 2728.2

Students commencing prior to Quarter 3, 2009 should refer to 2728.1.

This course version replaces 2728.1 from Quarter 3, 2009.

The course offers students a sound theoretical framework as well as important practical application to management in the hospitality and hotel industry. It examines the Hospitality industry, and offers new insights into issues related to employment relations, strategic management, marketing, hospitality management operations, gastronomy, financial and accounting management, hospitality facilities development and planning, and event and convention management.

### Study Mode

One year full-time or two years part-time.

### Admission

Applications from Australian citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC).

International applicants must apply directly to the University of Western Sydney via UWS International.

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Details of minimum English proficiency requirements and acceptable proof can be found on the Universities Admissions Centre website (UAC).

Overseas qualifications must be deemed by the Australian Education International - National Office of Overseas Skills Recognition (AEI-NOOSR) to be equivalent to Australian qualifications in order to be considered by UAC and UWS.

Applicants must have successfully completed an undergraduate degree in any discipline

OR

A TAFE Diploma in Hospitality or a related field

OR

A minimum of six years FTE work experience in Hospitality or a related field.

### Course Structure

The following are exit points from this award:

- 2729 Graduate Diploma in International Hospitality and Hotel Management - 60 credit points
- 2730 Graduate Certificate in International Hospitality and Hotel Management - 40 credit points

Qualification for this award requires the successful completion of 80 credit points as per the recommended sequence below.

Students may only enrol in a maximum of 20 cp per quarter.

## Recommended Sequence

### Full-time

#### Quarter 1

**200258.1** The Hospitality Industry  
**200262.1** Strategic Marketing for Hospitality and Hotel Managers

#### Quarter 2

**200343.2** Hospitality Operations Management  
**200261.2** Employment Relations in Hospitality and Hotel Management

#### Quarter 3

**200260.1** Financial Management for Hospitality and Hotel Managers  
**200344.1** Hospitality Facilities Development and Planning

#### Quarter 4

**200259.1** Strategic Hospitality and Hotel Management  
**200342.1** Gastronomy and the Management of the Food Experience

## Graduate Diploma in International Hospitality and Hotel Management

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### 2729.2

Students commencing prior to Quarter 3, 2009 should refer to 2729.1

This program serves as an exit point from 2728 Master of International Hospitality and Hotel Management.

### Study Mode

One year full-time or eighteen months part time.

### Course Structure

Qualification for this award requires the successful completion of 60 credit points from

2728.2 Master of International Hospitality and Hotel Management core units.

Students may only enrol in a maximum of 20 credit points per quarter.

## Graduate Certificate in International Hospitality and Hotel Management

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### 2730.2

Students commencing from 2010, should refer to 2730.3.

This program serves as an exit point from 2728 Master of International Hospitality and Hotel Management.

The course offers students an introduction to theory and practice for management in the hospitality and hotel industry. It examines the hospitality industry, and offers

insights into issues that may include employment relations, strategic management, marketing, hospitality management operations, gastronomy, financial and accounting management, hospitality facilities development and planning, and event and convention management. Successful completion of this course provides an entry pathway to the Master of International Hospitality and Hotel Management.

### Study Mode

Six months full-time or one year part-time.

### Course Structure

Students may only enrol in a maximum of 20 credit points per quarter.

Completion of 2730 requires completion of 40cp from 2728 Master of International Hospitality and Hotel Management core units.

## Master of International Trade and Finance

### 2703.2

The Master of International Trade and Finance equips students with advanced tools that will enable them to handle complex issues relevant to open economies. It gives graduate economists and practitioners an opportunity to upgrade their skills in the areas of international economics, trade and finance, thus providing better career opportunities at a senior level in both the private and public sectors.

### Study Mode

Four quarters fulltime or the parttime equivalent.

### Location

Campus	Attendance	Mode
Parramatta Campus	Full Time	Internal
Parramatta Campus	Part Time	Internal

### Accreditation

The Master of International Trade and Finance fulfils the educational requirements for admission as a Senior Associate (SA Fin) of Finsia - the Financial Services Institute of Australasia. Senior Associate membership with Finsia also requires at least 3 years career experience in the financial services industry

### Admission

Applications from Australian citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC).

International applicants must apply directly to the University of Western Sydney via UWS International.

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Details of minimum English proficiency requirements and acceptable proof can be found on the Universities Admissions Centre website (UAC).

Overseas qualifications must be deemed by the Australian Education International - National Office of Overseas Skills Recognition (AEI-NOOSR) to be equivalent to Australian qualifications in order to be considered by UAC and UWS.

Applicants must have successfully completed an undergraduate degree in Business or Commerce OR

A Graduate Certificate in Applied Finance.

### Course Structure

Qualification for this award requires the successful completion of 80 credit points which consists of the eight core units.

### Core Units

<b>200425.1</b>	Economics (PG)
<b>200426.1</b>	Corporate Finance (PG)
<b>51054.1</b>	Financial Modelling
<b>51163.1</b>	Financial Institutions and Markets (MAF)
<b>51168.1</b>	Funds Management and Portfolio Selection
<b>51169.1</b>	Derivatives
<b>51211.1</b>	International Finance
<b>H7331.1</b>	International Trade and Industry Economics

## Graduate Diploma in Legal Practice

### 2668.1

This course is only available to UWS LLB students.

This course offers a practical legal training at the postgraduate level. It is designed for those who are seeking to be accredited as legal practitioners and is directed at those who hold an undergraduate legal qualification from UWS.

### Study Mode

One year full-time or two years part-time.

### Location

Campus	Attendance	Mode
Parramatta Campus	Full Time	Internal
Parramatta Campus	Part Time	Internal

### Advanced Standing

Applicants may be eligible for advanced standing in F7030 Professional Legal Skills.

### Accreditation

This course is accredited with the Legal Profession Admission Board as satisfying the requirements for admission to practice in New South Wales.

### Admission

Applications from Australian citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC).

International applicants must apply directly to the University of Western Sydney via UWS International.

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Details of minimum English proficiency requirements and acceptable proof can be found on the Universities Admissions Centre website (UAC).

Overseas qualifications must be deemed by the Australian Education International - National Office of Overseas Skills Recognition (AEI-NOOSR) to be equivalent to Australian qualifications in order to be considered by UAC and UWS. Applicants must have successfully completed 12 core units from the UWS LLB course.

### Course Structure

This course is only available to UWS students who have completed or will complete the skills components of the core LLB units at UWS; or who have previously completed F7031 Professional Legal Skills; or will be completing F7030 Professional Legal Skills in Quarter 1 (Summer session).

Qualification for this award requires the successful completion of 80 credit points which includes four core units (20 credit points each) plus a professional placement. Students must complete all other units prior to enrolling for their Professional Legal Placement.

### Core Units

<b>F7030.1</b>	Professional Legal Skills
<b>F7031.1</b>	Legal Practice: Ethics and Management
<b>F7032.1</b>	Transactional Legal Practice
<b>F7033.1</b>	Litigious Legal Practice

### Professional Legal Placement

<b>F7034.1</b>	Professional Legal Practice
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This unit must be undertaken in order to gain admission to practice in NSW.

### Graduate Certificate in Research Studies

#### 2724.1

This is a qualifying program as 'front-on' for research degrees as well as a stand alone award for those who do not wish to pursue research degrees.

### Study Mode

Six months full-time or one year part-time.

### Location

Campus	Attendance	Mode
Campbelltown Campus	Full Time	Internal
Campbelltown Campus	Part Time	Internal
Hawkesbury Campus	Full Time	Internal
Hawkesbury Campus	Part Time	Internal
Parramatta Campus	Full Time	Internal
Parramatta Campus	Part Time	Internal
Penrith Campus	Full Time	Internal
Penrith Campus	Part Time	Internal

### Admission

Applications from Australian citizens and holders of permanent resident visas must be made via the Universities Admissions Centre (UAC).

International applicants must apply directly to the University of Western Sydney via UWS International.

Applicants who have undertaken studies overseas may have to provide proof of proficiency in English. Details of minimum English proficiency requirements and acceptable proof can be found on the Universities Admissions Centre website (UAC).

Overseas qualifications must be deemed by the Australian Education International - National Office of Overseas Skills Recognition (AEI-NOOSR) to be equivalent to Australian qualifications in order to be considered by UAC and UWS.

Applicants must have successfully completed an undergraduate degree in any discipline.

### Course Structure

Qualification for this award requires the successful completion of 40 credit points as per the recommended sequence below. Students who wish to move to a research award must achieve a satisfactory level in this course.

### Recommended Sequence

One of the following units - as approved by the appropriate College Course Advisor and proposal supervisor. Please note that 200361 Advanced Thesis Preparation will be studied by part-time students across Autumn and Spring.

**200361.1** Advanced Thesis Preparation

OR

**300411.1** Research Methodology and Experimental Design

Plus a Research Skills unit as per list below (10 or 20 credit points), as approved by the appropriate College Course Advisor and proposal supervisor.

Advanced Topic/elective unit (10 credit points), as approved by the appropriate College Course Advisor and proposal supervisor.

### College of Business students

#### Full-time

**200361.1** Advanced Thesis Preparation

Research Skills unit (10 credit points)  
Advanced Topic/elective unit (10 credit points)

#### Part-time

##### Autumn session

**200361.1** Advanced Thesis Preparation

Research Skills unit (10 credit points)

##### Spring session

**200361.1** Advanced Thesis Preparation

**Autumn or Spring session**

Advanced Topic/elective unit (10 credit points)

**College of Health and Science students****Full-time**

Choose one of:

- 200361.1** Advanced Thesis Preparation  
**300411.2** Research Methodology and Experimental Design

Choose one of:

- 300398.1** Methods of Researching  
**EH838A.1** Research Methods: Science in Context

Advanced Topic/elective unit (10 credit points)

**Part-time****H1/H2 Session**

- 300411.2** Research Methodology and Experimental Design

**Autumn session**

Choose one of:

- 300398.1** Methods of Researching  
**EH838A.1** Research Methods: Science in Context

**Autumn or Spring session**

Advanced Topic/elective unit (10 credit points)

**College of Arts students****Full-time**

- 200361.1** Advanced Thesis Preparation

Research Skills unit

Advanced Topic/elective

**Part-time****1H and 2H session**

- 200361.1** Advanced Thesis Preparation

**Autumn and/or Spring session**

Research Skills unit

Advanced Topic/elective

**Examples of Research Skills units:**

- 100710.1** Introduction to Honours Research  
**100714.1** Humanities Research - Theories and Practices  
**200299.1** Business Research Skills Seminar  
**300398.1** Methods of Researching  
**400421.1** Research Methods for Humanities and Social Sciences  
**A7444.1** Language and Linguistics Research Methods  
**EH838A.1** Research Methods: Science in Context  
**SE828A.1** Qualitative Research Design  
**SE813A.1** Social Ecology Research

**Examples of Advanced Topics/Electives - College of Arts**

- 100271.1** Modern Japanese History  
**100294.1** Warlords, Artists and Emperors: Power and Authority in Premodern Japan  
**100693.1** Evidence-based Professional Practice  
**100703.1** Independent Study 1  
**100704.1** Independent Study 2  
**100705.2** Independent Study 3  
**100921.1** Interpreting and Translation Theory  
**100926.2** The Language of the Law  
**100963.1** Interpreting Australia: Australian Historians and Historiography  
**101297.1** Languages and Linguistics Special Project  
**101416.1** Creativity: Theory and Practice  
**101417.1** Project Seminar and Proposal  
**400548.2** Honours Pathway  
**400585.1** Theories of the Social

**Unit Sets****Specialisation - Corporate Administration****2631CAMBC.1****Offer**

Campus	Mode
Parramatta Campus	Multi Modal

**Unit Set Structure**

Choose four of:

<b>51116.1</b>	Economics for Business Decision Makers
<b>51164.1</b>	Finance
<b>51227.1</b>	Company Law (PG)
<b>51277.1</b>	Innovation and Entrepreneurship
<b>200224.1</b>	Management of Quality

**Specialisation - E-Business****2631EBMBC.1****Offer**

Campus	Mode
Parramatta Campus	Multi Modal

**Unit Set Structure**

**CP802A.1** Introduction to Information Systems

And choose three of:

<b>51155.1</b>	Management and Information
<b>51157.1</b>	Management and Electronic Business Practices
<b>51158.1</b>	Information Technology and Globalisation
<b>51180.1</b>	Management and Social Issues in Information Technology

**Specialisation - International Trade****2631ITMBC.1****Offer**

Campus	Mode
Parramatta Campus	Multi Modal

**Unit Set Structure**

Units are offered in quarters

<b>H7108.1</b>	Managerial Economics
<b>H7330.1</b>	International Macroeconomics
<b>H7331.1</b>	International Trade and Industry Economics

**H7335.1** International Monetary Economics

**Specialisation - Quantitative Business Methods****2631QBMMBC.1****Offer**

Campus	Mode
Parramatta Campus	Multi Modal

**Unit Set Structure**

The course coordinator must be consulted prior to enrolling in any of the following units.

<b>51230.1</b>	Statistical Process Control
<b>51244.1</b>	Statistical Methods for Research
<b>J7232.1</b>	Management Science

Choose one of:

<b>200033.2</b>	Applied Statistics
<b>200041.1</b>	Applied Regression Analysis and Forecasting

**Specialisation - Property Investment****SP2000.1****Offer**

Campus	Mode
Westmead	Multi Modal

**Unit Set Structure**

<b>200695.1</b>	Income Property Appraisal
<b>MCB612.1</b>	Property Finance and Taxation
<b>200696.1</b>	Property Investment Analysis (V2)
<b>CO810A.1</b>	Property Portfolio Analysis

**Specialisation - Funds Management****SP21000.1****Offer**

Campus	Mode
Westmead	Multi Modal

**Unit Set Structure**

<b>51169.1</b>	Derivatives
<b>51054.1</b>	Financial Modelling
<b>51165.1</b>	Financial Institution Management
<b>51212.1</b>	Security Analysis and Portfolio Theory

## Specialisation - Banking

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### SP21001.1

#### Offer

**Campus Mode**

Westmead Multi Modal

#### Unit Set Structure

<b>51166.1</b>	Credit and Lending Decisions
<b>51165.1</b>	Financial Institution Management
<b>51167.1</b>	Law of Finance and Securities
<b>51172.1</b>	Marketing of Financial Products

## Specialisation - Information Systems Practice

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### SP21007.1

#### Offer

**Campus Mode**

Parramatta Campus Multi Modal

#### Unit Set Structure

<b>CP802A.1</b>	Introduction to Information Systems
<b>CP803A.1</b>	Information Technology in Business C
<b>CP804A.1</b>	Information Technology & Decision Making
<b>CP807A.1</b>	Data Communications - Management & Use

## Specialisation - Marketing

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### SP21009.1

#### Offer

**Campus Mode**

Parramatta Campus Multi Modal

#### Unit Set Structure

<b>51003.1</b>	Buyer Behaviour
<b>51004.1</b>	Applied Marketing Research

And choose two of:

<b>51006.1</b>	Promotion Management
<b>51011.2</b>	Strategic Marketing
<b>51012.2</b>	International Marketing
<b>51014.1</b>	Business Marketing Strategy
<b>51019.1</b>	Applied Marketing Planning

## Specialisation - Human Resource Management and Industrial Relations

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### SP21010.1

#### Offer

**Campus Mode**

Parramatta Campus Multi Modal

#### Unit Set Structure

Choose four of:

<b>46557.1</b>	International Human Resource Management
<b>47021.1</b>	Work and Society
<b>51106.1</b>	Contemporary Issues in Employment Relations
<b>51176.1</b>	Employee Training and Development (PG)
<b>51280.1</b>	Remuneration Theory and Practice (PG)
<b>200716.1</b>	Developing Human Capital
<b>200719.1</b>	Industrial Relations and Workplace Change
<b>200720.1</b>	International and Global Employment Relations
<b>200721.1</b>	Reward Management
<b>200723.1</b>	Work, Society and Labour Markets
<b>200724.1</b>	Workforce Planning

## Specialisation - Operations Management

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### SP21011.1

#### Offer

**Campus Mode**

Parramatta Campus Multi Modal

#### Unit Set Structure

<b>200223.1</b>	Operations Management
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And choose three of:

<b>51240.1</b>	Project Management
<b>51259.1</b>	Purchasing and Materials Management
<b>200224.1</b>	Management of Quality
<b>200227.1</b>	Performance Measurement and Benchmarking
<b>200329.1</b>	Supply Chain Management
<b>H7104.1</b>	Strategic Technology Management

## Specialisation - Finance

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### SP21012.1

#### Offer

**Campus Mode**

Parramatta Campus Multi Modal



**Unit Set Structure**

Units are offered in quarters

<b>51164.1</b>	Finance
<b>51168.1</b>	Funds Management and Portfolio Selection
<b>51169.1</b>	Derivatives
<b>51211.1</b>	International Finance

A different finance unit as agreed by the finance course advisor may be chosen depending on student background and interest.

**Specialisation - Management****SP21015.1****Offer**

Campus	Mode
Parramatta Campus	Multi Modal

**Unit Set Structure**

Choose four of:

<b>51100.1</b>	Management Decision Methodologies
<b>51102.1</b>	The Politics of Organisational Decision-Making
<b>51112.1</b>	Organisation Behaviour
<b>51119.1</b>	International Management
<b>200375.1</b>	Organisational Learning and Development (PG)
<b>CMGC25.1</b>	Strategic Management M

**Specialisation - Workplace Law****SP21016.1****Offer**

Campus	Mode
Parramatta Campus	Multi Modal

**Unit Set Structure**

<b>48024.1</b>	Employment Relations Law
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And choose three of:

<b>69092.1</b>	Anti Discrimination Law (PG)
<b>69094.1</b>	Occupational Health and Safety Law (PG)
<b>69110.1</b>	Alternative Dispute Resolution (PG)
<b>69112.1</b>	Mediation (PG)
<b>F7080.1</b>	Workplace Grievance Dispute Management

**Specialisation - Treasury****SP2706.1****Offer**

Campus	Mode
Westmead	Multi Modal

**Unit Set Structure**

<b>51166.1</b>	Credit and Lending Decisions
<b>51169.1</b>	Derivatives
<b>51165.1</b>	Financial Institution Management
<b>51212.1</b>	Security Analysis and Portfolio Theory

**Specialisation - Accounting****SPA2631.1****Offer**

Campus	Mode
Parramatta Campus	Multi Modal

**Unit Set Structure**

<b>51214.1</b>	Financial Statement Analysis (PG)
<b>200399.1</b>	Information Systems for Accountants (PG)
<b>200400.1</b>	Company Accounting (PG)
<b>200494.1</b>	Management Accounting (PG)

**Specialisation - International Management****SPINT2631.1****Offer**

Campus	Mode
Parramatta Campus	Multi Modal

**Unit Set Structure**

Choose four of:

<b>46557.1</b>	International Human Resource Management
<b>51031.1</b>	Managing Diversity
<b>51012.2</b>	International Marketing
<b>51119.1</b>	International Management
<b>51158.1</b>	Information Technology and Globalisation
<b>51211.1</b>	International Finance

## Units

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### **U51045.2 Accounting Perspectives for Management**

**Credit Points** 10 **Level** 7

#### **Equivalent Units**

200495 Accounting: A Business Perspective

#### **Incompatible Units**

200396 Introductory Accounting

#### **Special Requirements**

Students must be enrolled in one of the following courses: 5500, 5501, 5502, 9009 to be eligible to enrol in this unit. Any student at the postgraduate level undertaking a specialisation in accounting should not be permitted to enrol in this unit.

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This unit focuses on the analytical uses of accounting information by managers. It emphasises the role of both financial and management accounting in measuring, processing and communicating information that is useful in making economic decisions.

### **200693.1 Accounting Professional Engagement (PG)**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

It is expected that students would be well advanced in their studies of accounting so they can bring together and apply the learned skills to modern business and commercial problems. As a minimum they should have completed the core accounting units. Students would be expected to undertake this unit in their final semester.

#### **Prerequisite**

**200494.1** Management Accounting (PG) AND **200400.1** Company Accounting (PG)

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program within the College of Business.

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This unit focusses on the role that Accountants play in the effective management of businesses, using consulting problems and "real" case studies involving a wide range of business related issues.

### **200394.1 Accounting Research (PG)**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

Bachelor's degree in Accounting

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program within the College of Business.

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This unit is concerned with understanding theory construction and research in accounting. It aims to equip students with an understanding of contemporary accounting research, which emanates from different theoretical perspectives and philosophies. A further aim is to critically evaluate recent research - throwing light on theory construction, professional development and applications to accounting and related areas.

### **200389.1 Accounting Research Essay (PG)**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

Bachelor's degree in Accounting - Students need to have been introduced to accounting research methods.

#### **Prerequisite**

**200394.1** Accounting Research (PG)

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program within the College of Business.

.....

The Unit develops students' critical and analytical skills. Students undertake and complete a research essay in areas relevant to the business environment and/or theoretical development. Research essays are offered in consultation with staff who possess research interests and experience in relevant areas and the ability to apply business and industry needs.

### **200391.1 Accounting Research Project (PG)**

**Credit Points** 20 **Level** 7

#### **Assumed Knowledge**

Bachelor's degree in Accounting. Students need to have been introduced to accounting research methods before attempting this unit.

#### **Prerequisite**

**200394.1** Accounting Research (PG)

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program within the College of Business.

.....

The unit develops students' critical and analytical skills. Students undertake and complete a research project in an area with relevance to the business environment. Research projects are offered in consultation with staff who possess research interests and experience in the relevant areas of business and industry.

### 200395.1 Accounting Theory (PG)

**Credit Points** 10 **Level** 7

#### Special Requirements

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program within the College of Business.

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This unit examines the role of accounting in society, including the function of the accounting profession in this context. The nature of the different theories advanced to explain accounting including accounting as a measurement function are also examined. Particular accounting models relevant in the current environment are also considered, together with the broader economic, sociological and ethical issues raised by their application.

### 200401.1 Accounting Theory and Applications (PG)

**Credit Points** 10 **Level** 7

#### Prerequisite

**200396.1** Introductory Accounting

#### Corequisite

**200400.1** Company Accounting (PG)

#### Equivalent Units

51264 - Financial Accounting D (PG)

#### Special Requirements

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program within the College of Business.

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Basic questions of the role accounting performs in society are considered from economic, social and environmental perspectives. The nature of the statements advanced to give accounting legitimacy, together with their philosophical underpinnings, are examined. Selected accounting theories and philosophies will be examined and advanced applications in alternative accounting models considered.

### 200495.2 Accounting: A Business Perspective (PG)

**Credit Points** 10 **Level** 7

#### Equivalent Units

U51045 - Accounting Perspectives for Management

#### Incompatible Units

200396 - Introductory Accounting

#### Special Requirements

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program within the College of Business. Students undertaking a post-graduate specialisation in accounting should not be permitted to

enrol in 200495 as they are required to complete 200396 Introductory Accounting.

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Accounting: A Business Perspective focuses on the analytical uses of accounting information by managers. It emphasizes the role of both financial and management accounting in measuring, processing and communicating information that is useful in making economic decisions

### 200371.1 Advanced Marketing Research

**Credit Points** 10 **Level** 7

#### Assumed Knowledge

Students need to have a sound knowledge of key elements of business statistics, in particular, inferential statistics.

#### Prerequisite

**200370.1** Marketing Research OR **200368.1** International Business Research

.....

This unit will provide sufficient insights concerning the application of advanced research methods to different aspects of marketing without being a marketing research specialist. Emphasis will be placed on the functions and limitations of the methods used in conducting research on the different aspects of marketing, the interpretation of results and their application to marketing decision making.

### 200361.1 Advanced Thesis Preparation

**Credit Points** 20 **Level** 7

#### Assumed Knowledge

Completion of a related Bachelors degree or equivalent.

#### Special Requirements

Unit is not available to undergraduate courses except bachelor's honours.

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This new unit commences in Quarter 1 2010. The main focus of this unit is on understanding how a research problem is identified, how literature in a research area is critically evaluated and how a comprehensive research proposal is formulated. The unit is primarily designed to assess the "research readiness" of the students. The overarching goal of this unit is to develop a critical spirit of inquiry by providing a structured and systematic way of thinking about writing a comprehensive research proposal. It allows students to become familiar with the requirements of thesis writing from an early stage. The unit provides students with the opportunity to engage in a structured literature review to assist in selecting an appropriate research topic. The unit also develops an appreciation for ethical issues in research in higher degrees. Key assessment criteria include writing a critical evaluation of research papers from the literature within a chosen topic, writing and presenting a defensible research proposal.

### 69110.1 Alternative Dispute Resolution (PG)

**Credit Points** 10 **Level** 7

This unit provides an introduction to the theory and practice of alternative dispute resolution, and to some of the related legal and ethical issues. It examines the nature of disputes and conflicts, the major areas in which disputes arise (including interpersonal, family, neighbourhood, commercial, communal, and environmental) and the broad range of processes which can be applied in seeking settlement of resolution (including mediation, conciliation, arbitration, and adjudication). The basic principles of dispute resolution are approached from a practical perspective to enable students to identify cases in which an alternative to traditional judicial processes may be most effective.

### **200185.1 Analysis for Managerial Decision-Making**

**Credit Points** 10 **Level** 7

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The objective of this unit is to introduce students to a range of quantitative techniques to enable them to analyse problems in operations and quality management and to interpret their findings both from a tactical and strategic perspective.

### **69092.1 Anti Discrimination Law (PG)**

**Credit Points** 10 **Level** 7

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This unit deals with the law and policy concerned with unlawful discrimination in Australia. The various grounds of unlawful discrimination in federal and NSW state legislation are examined together with the procedure for investigating and determining complaints. It deals with the promotion of equal opportunity goals through affirmative action programs and their limitations; and the nature of and legislative strategies for dealing with sexual harassment. The wide range of anti-discrimination laws and the emergence of private justice systems and equal opportunity grievance procedures to deal with complaints either as a preliminary or as an alternative to statute-based procedures.

### **51019.1 Applied Marketing Planning**

**Credit Points** 10 **Level** 7

#### **Prerequisite**

**51001.1** Quantitative Analysis in Marketing

.....

This unit is concerned with the analysis, planning, implementation and control skills required for marketing planning. Students are divided into firms which compete in a sophisticated marketing computer simulation game. They work as teams to analyse data, draw conclusions, and formulate strategies and plans which become inputs into the game. In the process, they develop or refine analytical, interpersonal and communication skills in a controlled environment and gain experience in developing a marketing plan which draws on the concepts and skills acquired in previous marketing and non-marketing (e.g. accounting) units.

### **51004.1 Applied Marketing Research**

**Credit Points** 10 **Level** 7

#### **Prerequisite**

**51002.1** Marketing Management

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This unit covers marketing information and decision-making; information and decision models; marketing information sources, qualitative and quantitative research designs, experimentation, selected multivariate statistical techniques, applications of research to market analysis, forecasting, new product development, advertising, pricing and distribution.

### **200041.1 Applied Regression Analysis and Forecasting**

**Credit Points** 10 **Level** 2

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This is an intermediate level unit in statistics modelling and forecasting, focusing on applications of linear regression and forecasting techniques to various real-life problems. Topics include: review of simple linear regression and correlation - model assumptions, method of least squares, inferences (confidence intervals and tests of hypotheses), the ANOVA table, test for lack of fit; the multiple regression model - confounding and interaction in multiple regression; polynomial regression models; indicator (dummy) variables and model building; logistic response function; regression diagnostics; residual analysis, multicollinearity, detection of outliers, identification of influential observations, autocorrelation and some remedial measures for autocorrelation; time-series modelling and forecasting - components of time series, forecasting using smoothing techniques, forecasting using regression models, autocorrelation and auto regressive models.

### **200033.2 Applied Statistics**

**Credit Points** 10 **Level** 2

#### **Prerequisite**

**200032.2** Statistics for Business OR **200192.1** Statistics for Science OR **200263.1** Biometry OR **300700.2** Statistical Decision Making

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The unit builds on the basic statistical concepts introduced in first year and also prepares students for broader application of statistics for students majoring in both science and business. In broad terms, the unit consists of some common Probability Distributions, Revision of Hypothesis Testing; Analysis of Categorical Data; Analysis of Variance Simple and Multiple Linear Regression Analysis and Correlation; Some Nonparametric Methods, Fundamentals of Time Series Analysis

### **200228.1 Assets and Maintenance Management**

**Credit Points** 10 **Level** 7

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This unit aims to provide an understanding of the principles techniques and applications of managing assets and to equip students with competencies and skills in planning, procurement, repair, maintenance, replacement and disposal of facilities, equipment and materials. Topics include: concept and types of assets, procurement, reliability, maintenance, replacement and disposal of capital assets, purchasing and replacement strategies and techniques, sourcing and maintenance management.

### 200416.1 Assurance Services (PG)

**Credit Points** 10 **Level** 7

#### Assumed Knowledge

Bachelor's degree in Accounting

#### Special Requirements

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program within the College of Business.

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This unit is intended to expand disciplinary perspectives in auditing and assurance services and to give guidance for research in auditing. It examines the differences in philosophies and methods and compares contemporary and traditional approaches to assurance services. The unit also incorporates an examination of "white collar crime" and explores the role of expert witnesses and audit documentation.

### 200398.1 Auditing (PG)

**Credit Points** 10 **Level** 7

#### Prerequisite

**200400.1** Company Accounting (PG) AND **200396.1** Introductory Accounting

#### Equivalent Units

51267 - Auditing (PG)

#### Special Requirements

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program within the College of Business.

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The aim of this unit is to examine the nature of modern auditing, the purposes it serves and the framework within which it operates.

### 200390.1 Business Essay (PG)

**Credit Points** 10 **Level** 7

#### Assumed Knowledge

Bachelor's degree in Accounting

#### Prerequisite

**200394.1** Accounting Research (PG)

#### Corequisite

**200393.1** Accounting and Business Research Concepts and Methods

#### Special Requirements

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program within the College of Business.

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The unit develops students' critical and analytical skills. Students undertake and complete a research essay in an area relevant to the business environment and/or theoretical development. Research essays are offered in consultation with staff who possess research interests and experience in areas and the relevant ability to apply business and industry needs.

### 51014.1 Business Marketing Strategy

**Credit Points** 10 **Level** 7

#### Prerequisite

**51001.1** Quantitative Analysis in Marketing

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In this unit, students are exposed to a rigorous and practical approach to business-to-business marketing (B2B). B2B Marketing encompasses those management activities which enable a supplier firm to understand, create and deliver value to other businesses, governments and/or institutional customers.

### 51276.1 Business Re-engineering

**Credit Points** 10 **Level** 7

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This unit provides future managers with an understanding of the principles of re-engineering in a defunctionalised organisation that focuses on the customers and the processes. It equips candidates with the necessary tools and techniques for radical redesigning of the operations, processes, organisation and culture of business organisations. Topics include re-engineering -- the path to changing business processes; redesigning techniques and tools -- process mapping and modelling; performance management; key enablers of business process re-engineering; business process architecture; customer requirements -- assessment and customer satisfaction measurement; business process re-engineering -- delayering, downsizing and impact on human resources strategy; and implementation and review of re-engineering software.

### 200691.1 Business Research Paper

**Credit Points** 10 **Level** 7

#### Special Requirements

Authorisation required by Head of Program.

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This unit engages the academy with commerce by integrating theory with secondary research to solve real-life business problems. Typically students choose a specific area of the discipline relevant to their graduate award and investigate a related problem at a workplace.

### **200299.1 Business Research Skills Seminar**

**Credit Points** 10 **Level** 5

#### **Special Requirements**

Students who are not enrolled in 2680 or 2577 need permission from College Honours Co-ordinator to enter this unit. Students may undertake this level 5 unit in third year of undergraduate bachelor degree if deemed eligible.

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This unit is a Business Research Skills unit for students who are undertaking or planning to undertake the Bachelor of Business Honours program. The unit aims to introduce students to core concepts of business research, qualitative, quantitative and mixed methodologies frequently used in business research. The unit aims to prepare students to be able to justify the methods and tools used in their honours thesis and thus allowing them to work towards the methodology chapter of their thesis.

### **51003.1 Buyer Behaviour**

**Credit Points** 10 **Level** 7

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This unit introduces buyer or consumer to customer behaviour analysis and encompasses the study of the processes that buyers go through when they make purchase decisions.

### **LW805A.1 Capital Gains Tax**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program within the College of Business.

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To provide an understanding of the taxation of capital gains. At the completion of this course students should have an understanding of the complexities of the taxation of capital gains in Australia; an in depth understanding of the relevant capital gains provisions in the income tax legislation; and an understanding of the practical applications of the legislation in relation to the taxation of capital gains.

### **200432.1 Commercial Law (PG)**

**Credit Points** 10 **Level** 7

#### **Equivalent Units**

51226 - Commercial Law (PG)

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program within the College of Business.

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This unit deals with concepts of Australian law and commercial legal obligations that are of importance both to

professional practice and to studies in later units. The unit topics are: Australian Legal Institutions and Sources of Law, Case Law and Doctrines of Precedent, Legislation and Statutory Interpretation, The Australian Federation and Concepts of Constitutional Law, Principles of Tortious Liability, and the formation, vitiation, performance and discharge of contracts, including agency, sale of goods and consumer transactions.

### **200400.1 Company Accounting (PG)**

**Credit Points** 10 **Level** 7

#### **Prerequisite**

**200396.1** Introductory Accounting

#### **Equivalent Units**

51254 - Financial Accounting C (PG)

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program within the College of Business.

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The goal of this unit is to identify the accounting issues that arise from the various forms of corporate organisation and how these translate into disclosure issues for financial reporting purposes. The unit includes company formation and liquidation; accounting for a group of related companies and other associated entities including partnerships, joint ventures and trusts.

### **200433.1 Company Law (PG)**

**Credit Points** 10 **Level** 7

#### **Prerequisite**

**200432.1** Commercial Law (PG)

#### **Equivalent Units**

51227 - Company Law (PG)

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program within the College of Business.

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This unit deals with legal issues concerning various aspects of company; incorporation, regulation, membership and capital, company management, corporate officers, meetings, relations of the company with outsiders, accounts, reports and other disclosures, arrangements and reconstruction, receivers and winding up, share acquisition and takeovers. It also focuses on a review of public policy underlying law in the above areas.

### **51227.1 Company Law (PG)**

**Credit Points** 10 **Level** 7

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This unit treats the application of the laws of Australia to companies. Company law has a significant impact on the duties and responsibilities of accountants. This impact is

increasing daily, with the trend towards corporatisation of government business enterprises and with public concerns about the conduct of incorporated enterprises.

### **200715.1 Contemporary Applied Research in Employment Relations**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

Advanced knowledge of human resource management and industrial relations from completing at least 40 credit points of specialist postgraduate study.

#### **Incompatible Units**

51106 - Contemporary Issues in Employment Relations

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This unit equips ER professionals to undertake research and analyse contemporary issues confronting organisations and industries. This student-centred unit provides close supervision of students' research and analytical practices to enhance skill development via application to contemporary topics. Students have scope to focus on issues that are of particular concern or interest for their careers or their organisations. As an integrating unit, it allows students to bring together their knowledge and questions developed throughout their program of study to produce reports and other media that showcase professional practice and demonstrate their achievements. Relevance of stakeholders' perspectives and multidisciplinary are highlighted.

### **51286.1 Contemporary Engineering Organisation and Management Practice**

**Credit Points** 10 **Level** 7

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This unit gives an overview of contemporary engineering management philosophies and practices to engineers integrating globalisation, quality, technology, people and management systems. The main emphasis is on contemporary issues. The aim is to facilitate a smooth transition of engineers into management roles and to provide necessary competencies for successful performance in engineer-manager roles. The unit will prepare engineers/scientific personnel for management careers in the twenty-first century. Topics include: changing roles of engineers and managers, factors influencing the transition of engineers into management roles, strategies for managing transitions, managing engineering-based organisations and skilled/technical professionals, planning and control systems, decision-making and information systems, team building and group dynamics, motivation of engineers/specialists and/or scientific professionals, interpersonal skills and negotiation skills, communication skills, managing change, human factors engineering, and occupational health and safety issues.

### **51106.1 Contemporary Issues in Employment Relations**

**Credit Points** 10 **Level** 7

This unit provides an understanding of the employment relations concept by analysing important contemporary issues affecting relations between employees and their employer organisations. The impact of government labour market policies on employment decisions and strategic choice is examined. Different perspectives on human resources management and industrial relations are discussed. The role of corporate strategies, culture and institutional structure is presented in order to develop student knowledge of complex background issues.

### **200512.1 Contemporary Issues in International Marketing**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

The basics of International Marketing.

#### **Prerequisite**

**51012.1** International Marketing

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This unit aims to build upon the knowledge gained in the basic International Marketing unit by applying the knowledge gained in that unit to specific contemporary conceptual and empirical issues in international marketing.

### **U51043.1 Contemporary Organisation Behaviour**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students must be enrolled in one of the following courses: 5500, 5501, 5502, 9009 to be eligible to enrol in this unit.

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Courses in organisational behaviour usually concentrate on the responses of organisational participants to the stimulus of organisational phenomena such as structure, technology and management processes. Such an approach has been heavily influenced by behaviourist and humanistic psychology and functionalist sociology, and suffers from the limitations of these approaches. Given the social formation of organisations, an interactionist approach is offered. The interactionist model holds that meaning lies both within society and within individuals and is inculcated in individuals through the processes of socialisation. The individual, however, is by no means passive and seeks to impose meaning on organisational phenomena. Group behaviour is explained in terms of shared provinces of meaning as individuals collectively confront their life situations. The implications of such interactions for organisations are explored.

### **200415.1 Corporate Failure and Forensic Accounting (PG)**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

Bachelor's degree in Accounting

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and

must be enrolled in a postgraduate program within the College of Business.

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In the same way that the medical profession learns from autopsies, the accounting profession can learn from examining corporate collapses. This unit provides valuable lessons in accounting by examining booms and busts of previous periods and reviewing the reports of inspectors and forensic accountants who have identified deficiencies in accounting methods, internal controls and auditing.

### **200426.1 Corporate Finance (PG)**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

A basic understanding of accounting is necessary for students undertaking this unit.

#### **Equivalent Units**

51164.1 - Finance, 51270.1 - Corporate Finance (PG)

#### **Special Requirements**

Only students enrolled in the following degrees are able to enrol in this unit: 2705 Master of Finance, 2702 Master of Applied Finance, 2704 or 2745 Graduate Diploma in Applied Finance, 2708 Graduate Certificate in Applied Finance, 2703 Master of International Trade and Finance, 2631 Master of Business and Commerce

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Corporate Finance is concerned with fulfilling those managerial tasks directed to the decision-making process, including asset and project valuation, leasing, capital structure and dividend distribution and working capital management.

### **101416.1 Creativity: Theory and Practice**

**Credit Points** 20 **Level** 5

#### **Assumed Knowledge**

Students must have completed the Third Year of the undergraduate program (or equivalent) in the Fine Arts, Electronic Arts, Contemporary Arts, Music, Performance, Communication or Design (Visual Communication) Bachelor degrees.

#### **Corequisite**

**101417.1** Project Seminar and Proposal

#### **Special Requirements**

Students must be eligible for admission into the School of Communication Arts Honours program in order to take this unit. The proposed research must be in an area that can be supervised by a full-time academic staff member of the School of Communication Arts. This is a 20 credit point unit. Successful completion of a combination of any two of the following 10 credit point units will be accepted as equivalent for progression purposes: 100638.1 - Investigative Procedures in the Contemporary Arts, 100938 - Communication and Creative Industries, 101064 - Reading the Contemporary, 101168 - Honours Seminar. Please see your Course Advisor or Head of Program to obtain Advanced Standing if applicable.

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Research in communication arts utilises a range of investigative procedures appropriate to the theory and practice of each creative discipline. This unit will introduce fundamental research languages, methods and outcomes relevant to the communication arts disciplines, and encourage students to develop approaches best suited to their theory and practice. Students will write and defend a research proposal and paper for a research program; the unit will enable students to apply a rigorous research framework to their work. Students will engage with a range of significant and critical texts which address broad implications of practices and theories in creative disciplines.

### **51166.1 Credit and Lending Decisions**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Only students enrolled in the following degrees are able to enrol in this unit: 2705 Master of Finance, 2702 Master of Applied Finance, 2704 or 2745 Graduate Diploma in Applied Finance, 2708 Graduate Certificate in Applied Finance, 2703 Master of International Trade and Finance

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This unit teaches techniques necessary for running a successful lending book. It outlines the steps which must be taken in performing credit evaluation, and provides the analytical techniques necessary to carry out such evaluation. This unit does not cover the legal aspects of financial institution lending.

### **CO806A.1 Current Issues in Financial Planning (PG)**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program within the College of Business.

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This is a capstone unit which involves the construction of a comprehensive financial plan and a research project. Being a capstone unit it expects knowledge of all technical issues covered in core financial planning units.

### **CP807A.1 Data Communications - Management & Use**

**Credit Points** 10 **Level** 7

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After completing this unit the student should understand: the basic features and functions of the seven layer ISO/OSI model for data communications as well as other proprietary models such as SNA and TCP/IP; the types of hardware used both for local area and wide area networks; the types of software used within a distributed environment; management issues and products used to control data processing within a distributed environment; and emerging standards, hardware and software within this field. Topics: data vs human communications; ISO/OSI and SNA; data transmission; link control and networking; internetworking;



transport protocols: Internet and TCP/IP; session and presentation layers.

### 51169.1 Derivatives

**Credit Points** 10 **Level** 7

#### Assumed Knowledge

A sound grasp of the fundamental of financial analysis obtained from either having completed an undergraduate finance degree, undergraduate finance units and/or 51164 Finance.

#### Special Requirements

Only students enrolled in the following degrees are able to enrol in this unit: 2705 Master of Finance, 2702 Master of Applied Finance, 2704 or 2745 Graduate Diploma in Applied Finance, 2708 Graduate Certificate in Applied Finance, 2703 Master of International Trade and Finance, 2631 Master of Business and Commerce

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This unit describes the major derivative products and explains how they are used for hedging, speculation, and creating synthetic investments. In doing so, it analyses the effect of the growth of derivatives markets and their relationship to the market for the securities underlying them. Hedging applications are considered from the point of view of corporate treasurers and funds managers.

### 200716.1 Developing Human Capital

**Credit Points** 10 **Level** 7

#### Equivalent Units

51176 - Employee Training and Development.

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The unit equips students to lead human resource development initiatives by developing specialist knowledge and skills. Contemporary HRD is studied within the context of strategic employment relations, challenges around talent management, the evolution of training and development in firms and in public institutions, and with some consideration of organisational learning. By working through stakeholder differences and labour market segments, students argue as they apply knowledge to different contexts. Through argument and application comes insight into critical perspectives on building human capability, career management and development, and current and future trends in HRD in a number of countries.

### 51206.1 Development of Accounting Information (PG)

**Credit Points** 10 **Level** 7

#### Special Requirements

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program within the College of Business.

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Systems analysis and design refers to the process of examining a business situation with the intent of improving it through better procedure, methods and technology. Systems analysis and design provides a structured

methodology for developing or improving information systems in business. The methodology does not necessitate the use of computers, although most contemporary business information systems are computerised.

### 200359.1 Dynamics of Workplace Management

**Credit Points** 10 **Level** 7

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This unit provides an overview of Australia's traditional system of industrial relations and the forces for change; discussion of strategic responses to change such as award restructuring, enterprise bargaining, career development and skill formation and implications for industrial relations participants; and development of skills for the new workplace relations including negotiating skills, grievance handling skills, the role of consultative mechanisms and establishing consultative processes and productivity bargaining at the workplace.

### 200425.1 Economics (PG)

**Credit Points** 10 **Level** 7

#### Equivalent Units

51265 Economics (PG)

#### Special Requirements

Only students enrolled in the following degrees are able to enrol in this unit: 2705 Master of Finance, 2702 Master of Applied Finance, 2704 or 2745 Graduate Diploma in Applied Finance, 2708 Graduate Certificate in Applied Finance, 2703 Master of International Trade and Finance

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This unit concentrates on both Microeconomic and Macroeconomic theories. Microeconomics is concerned with the study of individual units within the economy - the individual consumer, the individual firm, the type of market structure facing the firm and price and output determination. Macroeconomics is concerned with analysis of the factors determining the way in which the economic resources of an economy are utilised or under-utilised.

### 51116.1 Economics for Business Decision Makers

**Credit Points** 10 **Level** 7

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This unit provides an overview of aspects of managerial decision-making; the study of demand -- covering neoclassical and modern consumer theory, individual and market demand; the study of supply -- covering the theory of production and costs, and practical cost concepts for decision-making; the study of price -- covering theoretical pricing policy in various market situations, practical pricing policy issues and new product pricing.

### 51176.1 Employee Training and Development (PG)

**Credit Points** 10 **Level** 7

This unit explores such questions as: Training -- what is it!! How is it linked to strategic development!! It explores education versus training versus development; managing the training department, upper management involvement, career development; cost-effectiveness of training and development; training and development needs -- how people learn, implications for training and development of staff, models and roles for training; needs analysis, objective setting, and the implications of politics, culture and government; curriculum -- methods content, people, sequencing of curriculum; the advantages and disadvantages of various training methods; measurement of success philosophies, instruments of measurement and post-training measurement.

### **200261.1 Employment Relations in Hospitality and Hotel Management**

**Credit Points** 10 **Level** 7

#### **Equivalent Units**

200168 Employment Relations in Tourism & Hospitality

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This unit examines key issues in the management of employee relations offering new and discursive insights into employee relations management. This unit covers issues such as management organisation for employment relations, stakeholders in the employment relationship, roles and attitudes of the stakeholders, payment contracts, employee involvement and commitment and managing equity and workplace diversity

### **200261.2 Employment Relations in Hospitality and Hotel Management**

**Credit Points** 10 **Level** 7

#### **Equivalent Units**

200168 - Employment Relations in Tourism and Hospitality

#### **Incompatible Units**

46518 - Human Resource Management, 200718 - Human Resource Management

.....

This unit examines key issues in the management of employee relations offering new and discursive insights into employee relations management. This unit covers issues such as management organisation for employment relations, stakeholders in the employment relationship, roles and attitudes of the stakeholders, payment contracts, employee involvement and commitment and managing equity and workplace diversity.

### **200767.1 Employment Relations Law**

**Credit Points** 10 **Level** 7

#### **Equivalent Units**

48024 - Employment Relations Law

#### **Special Requirements**

Only students enrolled in a postgraduate program can enrol in this unit.

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This unit commences Quarter 3 2010 and replaces 48024 Employment Relations Law. Work and employment are governed by legislation and require ongoing negotiation among stakeholders, sometimes with the involvement of lawyers and tribunals using dispute resolution techniques. Understanding the principles of labour and employment law helps employment relations professionals define, assess and prioritise issues in terms of their potential legal ramifications. This unit provides a foundation for professionals to balance employees' and employers' rights and responsibilities under changeable legislative frameworks: from engaging employees, to health, safety and welfare, to performance management, through to termination. Learning strategies include case discussion and investigating resources available for every day professional practice.

### **48024.1 Employment Relations Law**

**Credit Points** 10 **Level** 7

#### **Equivalent Units**

200767 - Employment Relations Law

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This unit has been replaced by 200767 Employment Relations Law. This unit covers the Australian judicial hierarchy, the doctrine of precedent, the different nature of judicial, non-judicial and quasi-judicial functions, the limits of federal and state legislative powers, the basic principles governing the contract of employment, the compulsory conciliation and arbitration systems at state and federal level. Whenever possible, general principles concerned with sources of law and the nature of the legal system are illustrated and developed by reference to substantive law relevant to employee relations. For example, principles of statutory interpretation are examined in the context of a study of the Anti-Discrimination Act 1977 (NSW) and the doctrine of precedent is examined by analysing the modern development of the vicarious liability of employers for the wrongful acts of their employees.

### **46517.1 Employment Relations Practice**

**Credit Points** 10 **Level** 7

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An integrative unit that examines the nature of practice in the employment relationship both conceptually and empirically, with particular focus on the interplay between human resource management and industrial relations. Major contemporary influences on practice, such as micro-economic reforms, are considered to provide a context in which to examine this interplay.

### **200717.1 Employment Relations Professional Practice**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

Basic knowledge of human resource management objectives and functions from undergraduate study or work experience; it recommended that students complete this unit in the same quarter as 200718 Human Resource Management.

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Employment Relations Professional Practice concentrates on communicating and performing as employment relations professionals. Students practice the activities undertaken by professionals, such as advocacy and presentation, team work, information and knowledge management, research, analysis and problem solving, and producing reports, policies and analytical essays, with opportunities for feedback. The focus is knowledge of the ER professions, such as the role, function and ethics of human resource managers, industrial officers and the role of professional bodies in Australia and internationally. Support for academic practice will accompany professional activities. The unit is designed for those wanting to build a career in employment relations.

### **46519.1 Employment Relations Strategy and Change**

**Credit Points** 10 **Level** 7

#### **Prerequisite**

**46518.1** Human Resource Management

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This unit builds on the understanding gained in earlier units to facilitate the development and evaluation of the interaction of strategy, policy and change in employment relations. Specific topics include public policy affecting workplace relations; the effect of public policy on corporate strategies and policies, e.g. equal opportunity, anti-discrimination, occupational health and safety, negotiation, consultation, grievance handling; the development of trade union strategies and policies; gaining consensus in change; the impact of organisational culture on workplace relations; and developing proactive strategies.

### **51200.1 Employment Relations Thesis Preparation (PG)**

**Credit Points** 10 **Level** 7

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This unit discusses the elements of a successful thesis proposal, matching methodologies to topic, the nature and format of the literature review, and examiners' requirements. It should be taken concurrently with 48561 Research Project (Employment Relations) as students are required to present and defend their thesis proposal and literature review.

### **CO805A.1 Estate Planning and Professional Responsibilities (PG)**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program within the College of Business.

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This unit examines issues related to estate planning including wills and powers of attorney. In addition, the legal

and professional responsibilities of financial planners is covered.

### **100693.1 Evidence-based Professional Practice**

**Credit Points** 10 **Level** 7

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Practitioners are continually seeking new ways of understanding and improving their practices in the workplace. A range of applied evidence-based research methodologies provides valuable tools to aid this process. For educators to benefit from such research they need to have control of the methodology and be able to embed that methodology in their workplace practice. This unit will introduce students to practitioner research methodologies in general and action research in particular. The unit will assist students to become reflective practitioners and researchers who are capable of making informed improvements to professional practice.

### **DN805A.1 Feasibility Studies**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

Knowledge of property development

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This unit places greater emphasis on the evaluation and development of feasibility studies for the purposes of selecting development projects, evaluating different options and making the decision as to whether to proceed to detailed feasibility study stage.

### **51164.1 Finance**

**Credit Points** 10 **Level** 7

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Finance theory forms the basis of many of the Master of Applied Finance units. This unit sets out the basic principles of corporate finance, risk-return analysis, and financial markets. Topics covered include financial evaluation of projects; cost of capital calculations; management of cash and working capital; the choice between debt and equity in financing a business; dividend policy; and identification and management of risk.

### **200465.1 Financial Accounting - Critical Analysis (PG)**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

Bachelor's degree in Accounting

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program within the College of Business.

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The unit explores external financial reporting from a wide and critical perspective. Important issues are the conceptual basis of financial accounting, measurement in

accounting, including an evaluation of several current value models, users' needs for financial information, conceptual frameworks of the professional bodies, interpretation of the elements of the accounting system and harmonization of accounting standards. The particular topics emphasized in a given session will reflect current issues.

### **51165.1 Financial Institution Management**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Only students enrolled in the following degrees are able to enrol in this unit: 2705 Master of Finance, 2702 Master of Applied Finance, 2704 or 2745 Graduate Diploma in Applied Finance, 2708 Graduate Certificate in Applied Finance, 2703 Master of International Trade and Finance

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This unit covers the tactics of financial institution management – the factors which determine short-term managerial decisions in financial institutions. A major part of the unit is the discussion of asset/liability management.

### **51163.1 Financial Institutions and Markets (MAF)**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Only students enrolled in the following degrees are able to enrol in this unit: 2705 Master of Finance, 2702 Master of Applied Finance, 2704 or 2745 Graduate Diploma in Applied Finance, 2708 Graduate Certificate in Applied Finance, 2703 Master of International Trade and Finance

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This unit ensures that students have knowledge of the basic institutional framework of the Australian banking industry and financial system. The unit briefly examines international financial markets and the interaction with their Australian counterparts.

### **500003.1 Financial Management**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

Prior learning in accounting.

#### **Equivalent Units**

U51048 - Corporate Finance (MBA)

#### **Special Requirements**

Students must be enrolled in one of the following courses: 5500, 5501, 5502, 9009 to be eligible to enrol in this unit.

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This unit is a foundation course in financial management in the corporate context. It examines corporate financial decision-making by exploring sources of business finance and means of evaluating alternatives. The unit has a particular focus on financial risk management.

### **200260.1 Financial Management for Hospitality and Hotel Managers**

**Credit Points** 10 **Level** 7

#### **Equivalent Units**

200346 - Accounting and Finance for Tourism and Hospitality Managers

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This unit presents the importance of managerial finance and accounting concepts and explains how they apply to specific operations in the hospitality and hotel industry. The focus is on the comprehending of basic financial statements, calculation of standard industry ratios and the use of financial information in the managerial decision making process.

### **51054.1 Financial Modelling**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Only students enrolled in the following degrees are able to enrol in this unit: 2705 Master of Finance, 2702 Master of Applied Finance, 2704 or 2745 Graduate Diploma in Applied Finance, 2708 Graduate Certificate in Applied Finance, 2703 Master of International Trade and Finance

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This unit is essential to prepare students for applied financial analysis and modelling applications used extensively in other units of the Master of Applied Finance program. It familiarises participants with the strengths and limitations of contemporary quantitative modelling techniques using multivariate statistical procedures and optimization approaches. The use of appropriate modelling software including Excel, SPSS, QM for Windows and MPT models is emphasised.

### **51214.1 Financial Statement Analysis (PG)**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program within the College of Business.

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The major sources of information on which to base judgements on borrowing capacity, liquidity, managerial effectiveness, and investment potential remain the financial statements of an organisation. This unit is a result of the claim made by Foster, an authority in the finance field, that developments in the fields of accounting, economics, finance and statistics (as they relate to financial statement analysis) are understood well enough to permit financial statement analysis to be studied intensively.

### **51168.1 Funds Management and Portfolio Selection**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Only students enrolled in the following degrees are able to enrol in this unit: 2705 Master of Finance, 2702 Master of Applied Finance, 2704 or 2745 Graduate Diploma in Applied Finance, 2708 Graduate Certificate in Applied Finance, 2703 Master of International Trade and Finance, 2631 Master of Business and Commerce

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This unit covers the basic principles of portfolio selection and funds management and examines share investments. The unit focuses on the factors that affect asset prices; calculations based on the Markowitz Model of portfolio selection; the Single Index Model and the beta of a share; performance measures for a managed fund; style differences in funds management; management of fixed-interest portfolios; and the use of share derivatives to manage share portfolios.

### **200342.1 Gastronomy and the Management of the Food Experience**

**Credit Points** 10 **Level** 7

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The provision of food is central to the concept of hospitality and forms a major part of the core operations of many hospitality businesses. There are increasing demands on hospitality operators to advance their food knowledge beyond the traditional Food and Beverage framework in order to stay competitive. This unit emphasises the role of food and its place in society and discusses the commercial implications.

### **200232.3 Global E-Business Marketing**

**Credit Points** 10 **Level** 7

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The unit is designed to create an awareness of the requirements for using the Internet and other forms of E-business to create awareness, promote the offering and effect its distribution in international markets. The unit also explores the interaction between the internet and factors in the international business environment.

### **400548.2 Honours Pathway**

**Credit Points** 20 **Level** 5

#### **Special Requirements**

Students enrolled in course 4598 Bachelor of Social Work must pass unit 400507 - Research and the Human Services.

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This unit is designed to support the process of completion of an honours degree and the production of an honours thesis. It is only available to students who have been accepted into the honours programmes for the following Bachelors degrees - Aboriginal Studies, Adult Education,

Community Welfare, Health Science, Policing and Social Science. It is delivered in three main components - workshops and seminars; topics in research and theory; and a mini-conference

### **200344.1 Hospitality Facilities Development and Planning**

**Credit Points** 10 **Level** 7

#### **Equivalent Units**

HS801A - Hospitality Property and Facilities

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This unit aims to provide students with the knowledge and skills in design principles and the hospitality development process. It covers functional, organisational, financial, environmental and aesthetic aspects.

### **200343.1 Hospitality Operations Management**

**Credit Points** 10 **Level** 7

#### **Equivalent Units**

MG806A - Operations Management for Hospitality

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This unit emphasises the role of operations management in the hospitality sector, especially as an element of corporate strategy. The unit contents demonstrate how operations management needs to be related to, and aligned with, the other functional areas of a hospitality organisation. A variety of quantitative techniques are covered, to enable students to analyse problems in hospitality operations, and to make recommendations or decisions based on their interpretation of their analysis.

### **200343.2 Hospitality Operations Management**

**Credit Points** 10 **Level** 7

#### **Equivalent Units**

MG806A - Operations Management for Hospitality

#### **Incompatible Units**

200223 - Operations Management

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Hospitality Operations Management emphasises the role of operations management in the hospitality sector, especially as an element of corporate strategy. The unit contents demonstrate how operations management needs to be related to, and aligned with, the other functional areas of a hospitality organisation. The topics include the role of technology, product and process development, quality management, facility location, managing supply and demand, increasing productivity and quality and others. A variety of quantitative techniques used in managing financial and physical resources are covered, to enable students to analyse problems in hospitality operations, and to make recommendations or decisions based on their interpretation of their analysis. The unit recognises the role of employees, as well as the impacts of financial and marketing imperatives, in successful hospitality operations. There is consideration of how contemporary hospitality

management issues and practices influence operations management.

### **46518.1 Human Resource Management**

**Credit Points** 10 **Level** 7

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This unit provides an introduction to the Human Resource Management (HRM) function in business and government organisations within the Australian socio-political context. It provides an overview of the function; an examination of its relationships with other business functions; a review of its foundation disciplines (psychology, sociology, law, economics, management and organisation theory); a study of the concept of professional HRM practice; and an examination of trends in HRM practice, taking into account projected legal, technological and economic change. Various models of the HR function are reviewed and an attempt is made to integrate HR and industrial relations activities into an HR employment relations model.

### **200718.1 Human Resource Management**

**Credit Points** 10 **Level** 7

#### **Equivalent Units**

46518 - Human Resource Management.

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The unit serves as an introduction to human resource management for those considering careers in employment relations and those who will potentially have people management responsibilities. HR processes and practices are studied in contexts and with a consideration of stakeholders' interests, leading to an appreciation of the contribution of human resource management to organisational success. Students will evaluate particular approaches to human resource management through analysing real-world cases and practical activities.

### **51034.1 Human Resource Management Processes and Systems**

**Credit Points** 10 **Level** 7

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The main purpose of this unit is to provide students with a thorough understanding of the process flows in human resource management and the information management issues in managing human resource management processes and systems. It provides hands-on skills to students for managing business processes related to human resources in the best possible way, through the Human Resource module (HR) of the SAP R/3 system.

### **100714.1 Humanities Research - Theories and Practices**

**Credit Points** 20 **Level** 5

#### **Special Requirements**

This unit is available only to students accepted into 1600 Bachelor of Arts Honours.

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This unit continues the work undertaken in Introduction to Honours Research and examines a range of research methods and styles relevant to the production of academic theses and essays in the humanities. Areas covered include: philosophy, literary theory and semiotics, cultural studies, history, politics, and social theory.

### **200695.1 Income Property Appraisal**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

Students undertaking this unit should have a sound knowledge of the property industry and an understanding of elementary financial mathematics.

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This unit replaces VA802Z - Income Property Appraisal. Develop understanding of theory and practice of valuation of retail, office and industrial property. Critically evaluate the various risk factors in retail, office and industrial property investments. This unit concentrates upon income producing properties. It forms an essential resource for property investment analysis and property development.

### **100703.1 Independent Study 1**

**Credit Points** 10 **Level** 7

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Independent Study 1 enables students to engage in an intensive study of an aspect of workplace learning in order to develop, implement or improve some aspect of current professional practice. It provides opportunities for students to use workplace-based research skills and related theory directly in a workplace-based research task. The workplace may be a classroom or other professional setting.

### **100704.1 Independent Study 2**

**Credit Points** 10 **Level** 7

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Independent Study 2 enables students to engage in a second intensive study of an aspect of workplace learning in order to develop, implement or improve some aspect of current professional practice. It provides opportunities for students to use workplace-based research skills and related theory directly in a workplace-based research task. The workplace may be a classroom or other professional setting.

### **100705.2 Independent Study 3**

**Credit Points** 20 **Level** 7

#### **Prerequisite**

**100693.1** Evidence-based Professional Practice

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This unit is a continuation of Independent Study 1 and/or 2 and is designed to provide an opportunity for students to undertake in-depth research into an educational area, issue, or perspective that will make a major contribution both to their own and colleagues educational practices. This unit will contribute to the student's ability to engage with and sustain an intensive research focus on an

identified aspect or aspects of workplace practice using acquired competence in research methodology. They will also be required to sustain a research focus over an extended period of time and produce a research project report. The unit is designed to advance the status of the student's profession through high level, in-depth study of a topic of major significance to the profession.

### **200719.1 Industrial Relations and Workplace Change**

**Credit Points** 10 **Level** 7

#### **Equivalent Units**

46525 - The Industrial Relations Process.

Industrial Relations and Workplace Change is designed to equip current and future employment relations professionals and practitioners with the knowledge necessary to analyse and implement the processes for workplace change and workplace-level bargaining, and to compare and contrast the approaches taken in Australia with those of other countries and systems. The unit focuses on problem solving and workplace change for employee engagement and dispute resolution.

### **200399.1 Information Systems for Accountants (PG)**

**Credit Points** 10 **Level** 7

#### **Corequisite**

**200396.1** Introductory Accounting

#### **Equivalent Units**

51269 - Information Systems for Accountants (PG)

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program within the College of Business.

This unit examines the theory and application of information technology on the accounting discipline. It covers principles of systems analysis, design and database management relating to accounting information systems. The functions, control, data and processes of accounting information systems are discussed in the context of businesses. The communication of accounting information through the internet or intranet and the development of integrated systems is also explored.

### **CP804A.1 Information Technology & Decision Making**

**Credit Points** 10 **Level** 7

The major focus of this unit is information used in decision making, and the application of information technology to assist or support the decision making process, either for a single decision maker or a group of decision makers. Various models of decision making are considered, as well as the impact of different management styles on decision

making. In applying information technology, the use of decision tools as well as the development of decision support systems (DSS) are considered, including issues such as model management and the interface design. Practical examples of decision support systems are examined. Finally current issues within DSS are covered such as executive information systems and computer mediated communication within an organisation. Topics: human information processing; managers, management and decision making; models of decision making, application of DSS; building DSS's; user interfaces and DSS's; evaluating decision making and DSS performance; decisions made in groups; executive information systems; computer mediated communication; current issues regarding DSS.

### **51158.1 Information Technology and Globalisation**

**Credit Points** 10 **Level** 7

This unit is concerned predominantly with issues of information technology that go beyond the boundaries of organisations. It looks at the impact of information technology on societies and economies. The unit looks at changing attitudes within organisations about the application of information technology to assist them to compete in global markets, through strategic alliances and other mechanisms. Other major issues concern the level and impact of computer crime on organisational performance, the degree of concentration within the information technology sector, the current debate concerning the impact of quality practices within organisations that supply either hardware or software, and the increased vulnerability of organisations as their involvement and use of information technology increases.

### **CP803A.1 Information Technology in Business C**

**Credit Points** 10 **Level** 7

This unit aims to explore information management in organisations from social, technological, methodological and theoretical perspective. More specifically the unit will focus on the role Information Technologies (IT) and particularly Information Systems (IS) play in managing information and knowledge in organisations. A wide range of information technologies and systems will be examined and discussed within a framework of organisational information needs and information management. A collaborative teaching and learning methods will be applied to engage students in an investigation of the critical organisational, social, technological, operational and strategic issues of IT/IS in organisations. Selected topics will be explored in depth through case studies undertaken by students in their organisations. Students are expected to be active participants and to provide individual contributions to the investigation of information management and strategic IT/IS issues in organisations, including critical analysis of the actual organisational problems in the light of the theoretical and practical approaches found in the literature. Objectives: 1. To understand the key issues involved in managing information and knowledge resources in organisations. 2. To understand and apply IS and IT

terms, concepts, models and theoretical frameworks to analyse and assess business needs and information/knowledge management in practice and to explore business innovations through IT. 3. To be able to explore strategic IS/IT issues and opportunities 4. To understand the impacts of IS and IT on organisations and how they are, or may be or should be transformed in the immediate future.

### **51277.1 Innovation and Entrepreneurship**

**Credit Points 10 Level 7**

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This unit helps candidates adapt to turbulent organisational situations, and identify opportunities for new ventures through developing innovative strategies and intra-preneurship skills that will contribute to organisational growth. Topics include concepts of entrepreneurship, intra-preneurship and innovation; lateral thinking; innovation in strategic context; risk-taking in business; opportunity realisation and feasibility analysis; adding value to existing products/services through innovation and innovative management approaches; managing innovation for business growth; product development and life cycle analysis; innovation and global marketplace; commercialising new products and services; issues in marketing new ventures and business plans, intellectual property; and technological forecasting.

### **CO804A.1 Insurance & Risk Management (PG)**

**Credit Points 10 Level 7**

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program within the College of Business.

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This unit introduces students to the use of insurance to manage risk. It aims to identify, evaluate and manage risk in relation to a financial plan. In addition, a thorough coverage of available insurance products will be undertaken.

### **200392.1 International Accounting (PG)**

**Credit Points 10 Level 7**

#### **Assumed Knowledge**

Bachelor's degree in Accounting.

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program within the College of Business.

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The purpose of this unit is to provide students with a knowledge and understanding of the range of contemporary and emerging practices and issues associated with international dimensions of accounting, auditing and financial management.

### **200720.1 International and Global Employment Relations**

**Credit Points 10 Level 7**

#### **Incompatible Units**

46557 - International Human Resource Management,  
46530 - Themes in International and Comparative Employment Relations

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This unit is designed to put national-level employment relations into international and global perspectives. Students will be equipped to work in globalised labour markets and to assist organisations in responding effectively to international environments. The nature of globalisation, national systems of employment relations and significant contemporary human resource management issues are explored. The implications of social, cultural, political and economic factors in differing national, international and global contexts for employment relations strategies and practices are examined.

### **500004.1 International Business**

**Credit Points 10 Level 7**

#### **Assumed Knowledge**

Prior learning in: organisational behaviour and managing people; accounting and corporate finance; and marketing.

#### **Equivalent Units**

U51051 - Globalisation and Business Management

#### **Special Requirements**

Students must be enrolled in one of the following courses: 5500, 5501, 5502, 9009 to be eligible to enrol in this unit.

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This unit is a foundational benchmark for management students wishing to gain an understanding of international management issues in multi-national enterprises (MNEs). The unit provides practical guidance in how to develop and sustain competitive advantage in the international arena. Functional areas of MNE's are discussed in a broader economic context and international business processes are analysed for companies wishing to embark on global expansion. This unit will provide: a framework for the study of international business; an analytical and strategic perspective to the study of international business issues, in particular, on the strategies, which are required to produce international competitiveness.

### **51026.2 International Business Environment**

**Credit Points 10 Level 7**

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This unit version will commence from Quarter 1, 2010. This unit is a foundation for students wishing to gain a better understanding of the international business environment. It provides practical guidance in how to develop and maintain competitive advantage in the international arena. Central questions are: How can an international business survive and thrive in a dynamic, often turbulent, international business environment? Can a 'level playing field' be constructed for developed and transitional economies



alike? As many issues in international business are complex, this unit will explore the pros and cons of economic theories, government policies, business issues and political and organizational structures. A thorough understanding of the international business environment is learned through a combination of conceptual learning and applying that learning to real life international business situations.

### **200369.1 International Business Planning and Implementation**

**Credit Points** 10 **Level** 7

This unit deals with the formulation and implementation of the international business plan.

### **200368.2 International Business Research**

**Credit Points** 10 **Level** 7

#### **Equivalent Units**

200370 - Marketing Research

This unit deals with the application of research techniques to international business decision-making. Experience will be provided in using the scientific method to define international business research problems, design a research project and to collect, analyse and interpret data. Emphasis will be placed on the issues and problems involved in conducting both secondary and primary data research in international business.

### **51028.1 International Corporate Finance**

**Credit Points** 10 **Level** 7

Firms have a choice of financing domestically or offshore. A number of factors, domestic and international, affect their choices in this regard, and this unit examines this. It also considers the management of risks arising in offshore transactions.

### **51211.1 International Finance**

**Credit Points** 10 **Level** 7

#### **Prerequisite**

**51164.1** Finance

#### **Special Requirements**

Only students enrolled in the following degrees are able to enrol in this unit: 2705 Master of Finance, 2702 Master of Applied Finance, 2704 or 2745 Graduate Diploma in Applied Finance, 2708 Graduate Certificate in Applied Finance, 2703 Master of International Trade and Finance, 2631 Master of Business and Commerce, 2692 Master of International Business

Australian companies are increasingly competing on world markets for sources of finance and are looking for investment opportunities in foreign markets. This unit looks at the determination of exchange rates, the foreign

exchange markets, effective management of exchange exposure on overseas investments, and sources of finance.

### **46557.1 International Human Resource Management**

**Credit Points** 10 **Level** 7

This unit covers concepts of international human resource management (HRM); the international environment of HRM globalism, regionalism, economic regions, international industrial relations; the roles of transnational organisations; national environments for HRM; comparative studies of the effects of society, politics, economics and culture on HRM policy, practice, organisational strategies and structures; and HRM in multinational organisations. Application of overseas experience (policy/concepts/practice) to Australian HRM will be an important outcome of this unit.

### **H7330.1 International Macroeconomics**

**Credit Points** 10 **Level** 7

This unit studies various aspects of macroeconomic policy making in an open economy. It extends macroeconomic theory contained in undergraduate Macroeconomics to provide an understanding of the working of an open economy and its institutions. Unit available for masters only.

### **51119.1 International Management**

**Credit Points** 10 **Level** 7

This unit introduces new concepts and understanding from an international management perspective, and seeks to synthesise concepts, understanding, skills and knowledge developed already in the masters program. The unit critically examines major approaches to contemporary international theory and practice, and offers an awareness of emerging political, cultural and social issues affecting management in the global arena.

### **51012.2 International Marketing**

**Credit Points** 10 **Level** 7

This unit covers the nature of the social, economic, political and business environment in international markets; dynamic interrelationships between the environment, marketing strategies, and practices; global market opportunity assessment, alternative entry strategies, global marketing strategy formulation, problems and current issues affecting international marketing with emphasis on the Asia-Pacific region.

### **H7335.1 International Monetary Economics**

**Credit Points** 10 **Level** 7

This unit provides detailed knowledge of monetary theory, evidence and policy in an open economy context, analysing concepts underlying the study of monetary economics. An

advanced approach toward understanding money, finance and banking process is taken. Monetarists and Keynesian view on the role of money are compared and contrasted with particular reference to how variations in the quantity of money impact on nominal output. It examines the theoretical underpinnings of monetary policy and analyses the empirical evidence over the last 20 years from an open economies perspective. The historical performance of financial aggregates in open economies is examined. Unit available for masters only.

### **51147.1 International Perspectives on Workplace Reform**

**Credit Points** 10 **Level** 7

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Australia, in common with other countries, has had to respond to the deregulation of economic markets and world trade. This unit aims to give depth and breadth to the analysis of issues facing Australian industry and government organisations by assessing the innovation and responses of other countries to these issues. After introducing students to the international context, the unit is covered from a thematic perspective, rather than country by country. The unit emphasises cultural, political and economic differences between countries. Comparative case studies emphasise the application of the themes. Countries which may be relevant to the selected themes include the USA, UK, EC, Japan, South-East Asia and New Zealand.

### **H7331.1 International Trade and Industry Economics**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Only students enrolled in the following degrees are able to enrol in this unit: 2705 Master of Finance, 2702 Master of Applied Finance, 2704 or 2745 Graduate Diploma in Applied Finance, 2708 Graduate Certificate in Applied Finance, 2703 Master of International Trade and Finance

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This unit is concerned with microeconomic policy development in an open economy setting. It applies and extends microeconomic theory to provide an understanding of the principles governing the formulation of international trade and industry policies. The unit reviews traditional and recent models of the behaviour of firms in international economics. It also overviews the traditional and strategic theories of trade performance and the design, formulation and implementation of trade policy. Unit available for masters only.

### **100921.1 Interpreting and Translation Theory**

**Credit Points** 10 **Level** 7

#### **Equivalent Units**

A7454 - Interpreting and Translation Theory

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This unit will aim to provide an overview of the major theoretical notions which underpin the practice of Interpreting and Translation. A background knowledge of

this theory is essential in the development of professional skills, behaviour and praxis.

### **100963.1 Interpreting Australia: Australian Historians and Historiography**

**Credit Points** 10 **Level** 3

#### **Special Requirements**

Successful completion of 60 credit points at Level 1.

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The unit critically reflects on the practices and debates in the writing of Australian history. It examines the approaches of major Australian historians including Manning Clark, Geoffrey Blainey and Humphrey McQueen, as well as themes such as empiricism versus postmodernism, the 'new social history' and Marxism and Australian historiography.

### **100710.1 Introduction to Honours Research**

**Credit Points** 10 **Level** 5

#### **Assumed Knowledge**

Appropriate number of units and level of credit for honours.

#### **Special Requirements**

This unit is available only to students accepted into Courses 1600 Bachelor of Arts Honours or 10260 Bachelor of Arts Honours (Communications).

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Introduction to Honours Research is an intensive introduction to both theoretical and practical aspects of honours research and writing in the humanities and communication studies.

### **CP802A.1 Introduction to Information Systems**

**Credit Points** 10 **Level** 7

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Objectives: This unit is designed to introduce the concepts and principles underpinning modern information systems to students who have not previously studied the unit formally. An overview of hardware, software and communication technology will be covered, and a substantial part of the course is concerned with providing a structured overview of the diversity of applications to which Information Systems can be applied. A practical component introduces students to standard personal computer software: word processing, spreadsheets and databases.

### **200396.2 Introductory Accounting (PG)**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program within the College of Business.

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The nature of accounting requires the first unit in accounting to attend to the process and system, which

represents what accountants do. Many of the most difficult theoretical, conceptual and practical problems encountered by accountants originate in the basic model  $A=O+E$  and the necessity of making data and events conform to that model. Concepts and principles in accounting ultimately must face the test of procedure and relate to the systematic processing of the data. Introduction to accounting regulation and ethics.

### **A7444.1 Language and Linguistics Research Methods**

**Credit Points** 10 **Level** 7

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This unit aims to help postgraduate students acquire the knowledge and skills to design and carry out a research project in the field of Languages and Linguistics (i.e. Contrastive Linguistics, Sociolinguistics, Language-in-Education Planning, First and Second Language Acquisition, Interpreting and Translation, Discourse Analysis and Descriptive Linguistics). It includes theoretical and practical work in specific areas of research in Languages and Linguistics.

### **101297.1 Languages and Linguistics Special Project**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

Depending on the project chosen, the student should be familiar with research design and procedure, as in A7444 - Research Methods, or be familiar with TESOL methodology or be undertaking concurrently 100725 - TESOL Methodology.

#### **Equivalent Units**

100726 - TESOL Internship, 100720 - TESOL Dissertation, A7526 - Languages and Linguistics Dissertation

#### **Special Requirements**

This unit is restricted to students who are enrolled in courses 1595 - Master of Arts (TESOL), 1635 - Graduate Diploma in TESOL, 1636 - Graduate Certificate in TESOL, 1640 - Master of Arts Translation and Interpreting Studies.

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This unit provides the opportunity for students in postgraduate TESOL and Interpreting and Translation programs to undertake a special project related to their needs and interests, such as a professional Internship in TESOL; or an action research project in TESOL; or an independent research project in TESOL or Translation and Interpreting Studies.

### **51255.1 Law and Contracts Management**

**Credit Points** 10 **Level** 7

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This unit provides candidates with an understanding of the fundamental principles of contract law and the commercial legal environment in which business is conducted. It will enable candidates to understand basic common law and statutory principles which apply to commercial transactions; and to understand the nature of commonly encountered

special types of contracts relevant to project managers. Topics include the Australian legal system; the Common Law of Contract, its origins and development, its limitations and the development of equitable and statutory remedies; special types of contracts including insurance contracts, agency, and contract of employment; statutory frameworks and tribunals for regulating different aspects of employment; an overview of the nature and range of environmental protection legislation; and some legal aspects of international contract administration.

### **51167.1 Law of Finance and Securities**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Only students enrolled in the following degrees are able to enrol in this unit: 2705 Master of Finance, 2702 Master of Applied Finance, 2704 or 2745 Graduate Diploma in Applied Finance, 2708 Graduate Certificate in Applied Finance, 2703 Master of International Trade and Finance

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This unit covers the aspects of the law which are relevant to financial institutions and financing decisions. It describes the legal environment within which the finance industry operates and places special emphasis on the laws regulating the day-to-day conduct of financial business. It provides candidates with the knowledge of legal fundamentals necessary for finance professionals to function in a business and financial environment that is becoming increasingly sensitive to legal pitfalls.

### **F7031.1 Legal Practice: Ethics and Management**

**Credit Points** 20 **Level** 7

#### **Special Requirements**

Must be enrolled in one of the following courses; 0F25 - Graduate Diploma in Legal Practice, 0F27 - Master of Legal Practice, 2510 - Master of Legal Practice, 2668 - Graduate Diploma in Legal Practice.

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Legal Practice Ethics and Management is the core unit in the GDLP which will focus on meeting the students need, that at the point of admission to practice they will be expected to provide evidence they have achieved the requisite competence in the following Skills (Work Management and Business Skills; Trust and Office Accounting) and Values (Ethics and Professional Responsibility) as prescribed in the Competency Standards for Entry Level Lawyers for practical legal training that have been jointly developed by the Australasian Professional Legal Education Council (APLEC) and the Law Admissions Consultative Committee (LACC).

### **F7033.1 Litigious Legal Practice**

**Credit Points** 20 **Level** 7

#### **Prerequisite**

**F7030.1** Professional Legal Skills AND **F7031.1** Legal Practice: Ethics and Management

### Special Requirements

Students enrolled in course 2502.1 - Bachelor of Laws (Non graduate entry) must obtain permission to enrol in this unit.

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Litigious Legal Practice will focus on meeting the students' needs that, at the point of admission to practice, they will be expected to provide evidence that, they have achieved the requisite competence in all three (3) of the following Practice Areas. These areas are Civil Litigation Practice; Commercial and Corporate Practice; and Property Law Practice as prescribed in the Competency Standards for Entry Level Lawyers for practical legal training. These have been jointly developed by the Australasian Professional Legal Education Council (APLEC) and the Law Admissions Consultative Committee (LACC). On satisfactory completion of The College of Law, Professional Program UWS, or equivalence, Advance Standing (Academic Credit) can be applied for in this unit.

### H7068.1 Long Term Scenario Analysis

**Credit Points** 10 **Level** 7

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This unit examines the role of Long Term Scenario Analysis as a tool for strategic management of risk as it relates to the environment within which firms operate. Special emphasis is given to the value of Long Term Scenario Analysis as an organisational learning tool. The unit adopts a practical approach to the use of scenario planning tools and techniques for application by firms.

### 200494.1 Management Accounting (PG)

**Credit Points** 10 **Level** 7

#### Corequisite

**200396.1** Introductory Accounting

#### Equivalent Units

51266.1 - Management Accounting (PG)

#### Special Requirements

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program within the College of Business.

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The fundamental of any management accounting system in organization is to provide appropriate information for (1) costing of products and services; (2) support functions - planning, controlling, evaluation, continuous improvement and decision making and (3) competitive support - focuses on the provision of both financial and non-financial services to the management team to enhance the firm's competitiveness. This unit is designed to provide an overview in understanding all these areas of information.

### 51157.1 Management and Electronic Business Practices

**Credit Points** 10 **Level** 7

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The use of information technology has dramatically transformed the way organisations, groups or teams and individual managers within organisations deal with each other. The creation, use and dissemination of electronic documents is a central feature of this changing landscape. This unit investigates the application of information technology to business operations within organisations. Specifically, it considers the convergence of information and communications technologies as manifested in electronic document interchange. This unit also looks at the rise of electronic transactions processing, with particular emphasis on the revolution that is currently occurring within the financial sector. Finally, the unit investigates and reviews the increasing impact that the Internet and other communications technologies are having on both the way organisations communicate and the new opportunities that this technology presents today and in the future.

### 51155.1 Management and Information

**Credit Points** 10 **Level** 7

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Information is possibly the most important commodity that a manager trades in on a day-to-day basis. Accordingly, the effective use of information is a key factor in both effective management and organisational success. This unit provides students with a clear understanding of the difference between information and data, and the transformation processes that are associated with the conversion from one to the other. The unit also considers other issues such as the varying quality of information and the impact that variability can have on managerial effectiveness. From another point of view there are also important issues that organisations must face in terms of effectively managing the information resource. The unit will examine the role that databases and information repositories play in this management process, covering current relevant issues such as client-server, full text, hypertext and multimedia systems. With respect to management of information, the unit will also critically review and analyse issues such as orphan data, information obsolescence and so on, within the context of effective management of these information repositories.

### 51180.1 Management and Social Issues in Information Technology

**Credit Points** 10 **Level** 7

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This unit considers the broader implications, particularly in the context of future directions, of how information technology affects the way organisations relate to society and individuals. The unit will explore new frontiers that information technology will inevitably open up, and assess the potential to yield public or personal benefits. More specifically, it analyses in depth ethical practices and conduct in the use of information technology, and the change that information technology can make to societies as a whole, such as the development of virtual communities. The unit also considers issues such as the importance of addressing both technical and human issues in the design, development and implementation of information technology in both organisations, and society as a whole.

### **51100.1 Management Decision Methodologies**

**Credit Points** 10 **Level** 7

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One of the fundamental activities undertaken by managers in an organisation, either individually or in a group, is decision-making. Accordingly, the major objective of this unit is to gain a better understanding of what decision-making is, how decision-making occurs, and whether or not information technology can assist or hinder decision-making performance. In terms of what decision-making is, the unit will review some of the classifications made on decisions, such as structured and unstructured decisions, and the effects that these types of decisions have on decision-making. In particular the use of information technology to assist both structured and unstructured decisions will be investigated, as well as various models of decision-making. The impact of different management styles on decision-making, and its process, either for a single decision-maker or a group of decision-makers will be examined. In applying information technology, the use of decision tools as well as the development of decision support systems and other types of systems that may be used by management within a decision-making context, such as knowledge based systems are considered. This includes issues such as the relevance of the type of information system to the decision-making context, decision model development and management, and the importance of the interaction between the decision-maker and the decision support or other type of information system. The recent emergence of executive information systems and their use and relevance in the decision-making environment of senior corporate managers will also be covered. Practical examples of decision support systems will be examined. Finally current issues within DSS will be covered such as executive information systems and computer mediated communication within an organisation.

### **200224.1 Management of Quality**

**Credit Points** 10 **Level** 7

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This unit will provide an introduction to quality management principles, quality management systems and the quality tools and techniques needed for creating customer value and improving competitiveness and organisational effectiveness.

### **J7232.1 Management Science**

**Credit Points** 10 **Level** 7

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This unit surveys the quantitative approach to management problems. Topics covered include decision theory and analysis, forecasting, inventory control models, linear programming, queuing models, network and project management techniques.

### **H7108.1 Managerial Economics**

**Credit Points** 10 **Level** 7

This unit examines decision-making processes of firms and the economic environment in which they operate. To function efficiently and effectively as future managers in the domestic or international sphere, students need to gain a working knowledge of the macroeconomic setting within which firms operate; the microeconomic elements of consumer behaviour that affect sales; the firm's objectives and goals; the revenue, cost and profit structures; potential pricing and non-pricing strategies; the possible stance of government; and implications of international influences. The emphasis is on practicality. Topics are taught via a simplified summary of concepts and examples of real life situations.

### **51031.1 Managing Diversity**

**Credit Points** 10 **Level** 7

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This unit is offered in partnership with Strategic Business School, Kuala Lumpur, Malaysia, and is part of the conversion program that leads to the award of Master of Science (Human Resource Management). The management of diversity is concerned with the way organisations deal with the range of cultural and individual differences within the workforce. It seeks to explain the way cultures impact on management practices and to show how culturally sensitive practices can improve employee wellbeing and organisational performance. There are two aspects to diversity management: intranational and cross-national. Cross-national diversity management is primarily concerned with the interactions in work situations of people of different national cultures. This is the prime focus of this unit although there are clear implications for the management of intranational diversity. The unit commences with an overview of the nature of societal culture and proceeds to a consideration of the management and strategic implications of culture. It concludes with a consideration of the role of culture in the management of organisations in the future.

### **500002.1 Managing People**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

Prior learning in organisational behaviour.

#### **Equivalent Units**

U51047 - Strategic Human Resource Management

#### **Special Requirements**

Students must be enrolled in one of the following courses: 5500, 5501, 5502, 9009 to be eligible to enrol in this unit.

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This unit locates the management of human resources within its theoretical, philosophical, historical, regulatory, social and organisational contexts. An integrated model of strategic human resource management is developed whereby the strategic link between managing people and corporate planning is demonstrated. The unit also examines the ways in which the various HR processes are inter-related and introduces debate on the future directions of people management in the modern organisation.

Units

### 51257.1 Manufacturing Resource Planning

Credit Points 10 Level 7

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This unit provides an understanding of the philosophy of manufacturing resource planning and equips the candidate with the tools and techniques needed to integrate various functions, in order to achieve competitive performance standards in small and large manufacturing organisations. Candidates will be exposed to MRPII and its applications to marketing, demand management, aggregate planning, capacity planning, master scheduling, cost control, and its relationships with JIT and TQM. Topics include competition and organisational strategies; the CEO's role in resource management; systems approach and networks; critical elements of manufacturing resource plan; linkage of total productivity; MRPII in marketing, demand management and forecasting; resource requirement planning; rough-cut capacity planning; capacity planning; aggregate production planning; the master scheduling policies; MRPII in manufacturing, purchasing, cost control, engineering and distribution resource planning; MRPII and computer systems; MRPII, JIT and TQM interrelationships; organising and implementing MRPII; MRPII in small companies; and measuring the effectiveness of MRPII.

### 200516.1 Marketing and International Trade Relations

Credit Points 10 Level 7

#### Corequisite

**51012.1** International Marketing

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This unit explores on an empirical and conceptual basis the influence governments have on doing business overseas, the opportunities and constraints that arise from international trade relations (ITR) activities and the techniques used for lobbying governments to improve access to markets overseas.

### 500000.1 Marketing Management

Credit Points 10 Level 7

#### Assumed Knowledge

Prior learning in organisational behaviour.

#### Equivalent Units

U51046 - Strategic Marketing (MBA)

#### Special Requirements

Students must be enrolled in one of the following Courses to be eligible to enrol in this Unit: 5500, 5501, 5502, 9009.

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Marketing Management is designed to provide an introduction to the key concepts, principles and practices that constitute the Marketing discipline. It will develop a focus on marketing as a business philosophy underpinning the activities of the firm.

### 51002.1 Marketing Management

Credit Points 10 Level 7

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This unit introduces marketing management to post-graduate students whose previous studies and current occupations can be quite diverse. It provides students with an appreciation of marketing concepts and principles as part of their marketing studies. In addition, it exposes students to a systematic thinking approach expected from them in postgraduate studies in marketing.

### 51172.1 Marketing of Financial Products

Credit Points 10 Level 7

#### Special Requirements

Only students enrolled in the following degrees are able to enrol in this unit: 2705 Master of Finance, 2702 Master of Applied Finance, 2704 or 2745 Graduate Diploma in Applied Finance, 2708 Graduate Certificate in Applied Finance, 2703 Master of International Trade and Finance

.....

This unit outlines the basic principles of marketing and discusses their application to the marketing of financial services. The unit will provide an understanding of how markets function and of customer behaviour, giving students the ability to formulate a marketing strategy for financial services.

### 200517.1 Marketing Projects and Services Overseas

Credit Points 10 Level 7

#### Corequisite

**51012.1** International Marketing

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This unit explores the conceptual and empirical issues involved in the marketing of services overseas, particularly given that such services can be delivered in both the overseas country and in Australia as with tourism and education. It also explores issues associated with being involved in and winning major projects overseas and explores in detail the project cycle and the funding of such projects.

### 200370.1 Marketing Research

Credit Points 10 Level 7

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This unit aims to provide students with the tools needed to undertake and critically evaluate marketing research projects. Emphasis will be placed on the nature, functions and limitations of different research designs, data collection methods, statistical techniques for data analysis, interpretation of results, report preparation and application of research findings to marketing decision making.

## 200280.2 Masters Project

**Credit Points** 10 **Level** 7

### Equivalent Units

51019 - Applied Marketing Planning, 51030 - Masters Project in International Business, 200230 - Business Project (International Marketing)

### Special Requirements

Students must have complete 40 CPs of core units in 2692 Master of International Business OR 40 CPs of core units in 2698 Master of Business (Marketing).

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This unit version will commence from Quarter 1, 2010. This unit provides students with the opportunity to apply the knowledge and skills gained in previous sessions to solve a real-world business problem. This would be an action-learning project with the student working closely with a marketing organisation or business entity to undertake an assignment for the organisation (e.g. evaluation of a particular international business opportunity culminating in specific recommendations for future action). Marketing students will investigate a domestic business project while international business students will examine an international business case.

## 51030.1 Masters Project in International Business

**Credit Points** 10 **Level** 7

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This unit provides students with the opportunity to apply the knowledge and skills gained in previous sessions to solve a real-world international business problem. This would be an action-learning project with the employee (normally a part-time student acting as a group leader) working closely with his or her student team (consisting mostly of full-time students) and executives inside the company to undertake an assignment for the company (e.g. evaluation of a particular international business opportunity culminating in specific recommendations for future action).

## 69112.1 Mediation (PG)

**Credit Points** 10 **Level** 7

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This unit provides an introduction to the theory and practice of mediation (including related ethical and legal issues) but is essentially designed to provide students with basic training in the skills required for mediation. Although some basic material is provided in lectures, the emphasis is on workshops focussing on the development of interpersonal skills and on role-plays.

## 300398.1 Methods of Researching

**Credit Points** 10 **Level** 7

### Assumed Knowledge

Library research skills, project design and management, an area of science.

### Equivalent Units

ASC411, SC808A, NU808A, SC809A, EH388A, 300277

### Special Requirements

This unit is restricted to the following courses: 3602, 3603, 3604, 3605, 3606, 3607, 4516, 3544, 3608, 2724, 3618 (current courses) 475E, 475A, 456A, 473A, 3599, 3596, 3597, 3623 (legacy courses)

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This unit aims for postgraduate students to apply scientific methods to a variety of research situations and questions; to understand the range of ways in which additions to knowledge in the applied sciences are initiated, validated and communicated and to prepare and trial research designs best suited to the particular type of issue each student wishes to address. The unit is taught through self-paced, self-directed learning. Class contact will be a three-day workshop, in the first and second half of session, respectively. Students will have the opportunity to field test their own research design.

## 100271.1 Modern Japanese History

**Credit Points** 10 **Level** 3

### Equivalent Units

63036 - Themes in Asian History

### Special Requirements

Successful completion of 60 credit points at Level 1.

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This unit presents a social and cultural history of Japan from the mid nineteenth century to the present. The principle organising theme is the question of modernity: what are the different ways that Japan has expressed its modern identity? How has this been shaped by Japan's position in relation to both the West and its Asian neighbours? What is the relationship among the state, its citizens, and history in negotiating identity? How has war affected Japanese modernity and what we know of modern Japan?

## 51015.2 Multinational Relationship Marketing

**Credit Points** 10 **Level** 7

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This unit provides students with the opportunity to learn about the cultural orientations of different groups of people. The course is designed specifically to assist students in developing a genuine appreciation for other cultures apart from one's own. It is hoped that the end result will be the attainment of a level of empathy that may assist in one's adaptation to another culture.

## 51300.1 Negotiation, Bargaining and Advocacy (PG)

**Credit Points** 10 **Level** 7

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Negotiation, advocacy, consultation and counselling are central activities in the industrial relations process. The effective industrial relations practitioner requires good

theoretical knowledge and practical skills in these areas, along with an appreciation of the impact of contextual and legislative factors on these processes. This unit is offered in Australia and in partnership with Strategic Business School in Kuala Lumpur.

### **51178.1 Occupational Health and Safety (PG)**

**Credit Points** 10 **Level** 7

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The nature and history of occupational health and safety in Australia, legal frameworks including occupational health and safety acts and workers' compensation. OH&S is considered using the medical, legal, economic, industrial relations and management perspectives. Identifying, assessing, monitoring risks; and specific occupational hazards and intervention strategies are also covered.

### **69094.1 Occupational Health and Safety Law (PG)**

**Credit Points** 10 **Level** 7

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This unit examines major occupational and health legislation in Australia, especially in New South Wales. The arbitrary and inadequate nature of standard setting in the early systems of safety regulation is compared with later legislative models. The nature and limitations of current legislative strategies are illustrated by a series of selected issues relating to contemporary health risks in workplaces. Continuing problems of enforcement, sanctions and the adequate identification of hazards and protection are examined.

### **300391.1 Occupational Health Management**

**Credit Points** 10 **Level** 7

#### **Equivalent Units**

EH831A - Occupational Health Management

#### **Special Requirements**

This unit is restricted to the following courses: 3602, 3603, 3604, 3605, 3606, 3607 (current courses) 475E, 475A, 456S, 456A, 473A, 3599, 3600, 3601, 3596, 3597, 3598, 3568 (legacy courses)

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This unit focuses on the practice of occupational health within national and international frameworks. It explores issues such as the physical, social and mental impact of the occupational environment on health and includes the human body's response to occupational health hazard exposure through toxicological and epidemiological principles. Strategies for the management of occupational health are examined, together with methods of monitoring and evaluating occupational health programs.

### **200223.1 Operations Management**

**Credit Points** 10 **Level** 7

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The main objective of this unit is to provide an introduction to operations management, and to be the role of operations

in an organisation, not only as an important element of corporate strategy but also as a means of enhancing customer value. This unit will introduce students to a range of quantitative techniques, to enable them to analyse problems in operations management and make decisions or recommendations based on the interpretation of their analysis and other strategic considerations. A series of cases will be used to provide simulated experience in the management of operations and to explore the interaction of the operations function with other functional areas.

### **51112.1 Organisation Behaviour**

**Credit Points** 10 **Level** 7

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Courses in organisational behaviour usually concentrate on the responses of organisational participants to the stimulus of organisational phenomena such as structure, technology and management processes. Such an approach has been heavily influenced by behaviourist and humanistic psychology and functionalist sociology, and suffers from the limitations of these approaches. Given the social formation of organisations, an interactionist approach is offered. The interactionist model holds that meaning lies both within society and within individuals. Meaning is inculcated in individuals through the processes of socialisation. The individual, however, is by no means passive and seeks to impose meaning on organisational phenomena. Group behaviour is explained in terms of shared provinces of meaning as individuals collectively confront their life situations. The implications of such interactions for organisations are explored.

### **200375.1 Organisational Learning and Development (PG)**

**Credit Points** 10 **Level** 7

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This unit examines the nature and roles of the learning organisation. It examines ways of implementing a learning environment where employees are encouraged to critically examine organisations. This unit also considers ways in which organisations can capture and transfer knowledge and learning within the organisation and among strategic partners.

### **200227.1 Performance Measurement and Benchmarking**

**Credit Points** 10 **Level** 7

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Performance measurement provides firms, managers and employees with a better understanding of the strengths and weaknesses of the organisation and its business processes. Performance measures are also a good way for communicating a firm's strategy throughout the organisation. Furthermore, performance measurement is the first step in planning and implementing quality and productivity in an organisation. This unit aims to provide an understanding of the principles and practices of performance measurement and its role in enhancing organisational effectiveness.



### **CO803A.1 Planning for Retirement (PG)**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program within the College of Business.

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This unit provides an understanding of the complex arrangements associated with the legal and financial aspects of retirement planning. It emphasises analysis of complex recent superannuation changes.

### **CO801A.1 Principles of Financial Planning (PG)**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program within the College of Business.

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This introductory unit describes the nature and process of financial planning within the Australian economic and taxation environment. A range of investment products are introduced, along with an elementary exposure to risk management, retirement planning and estate planning. These issues will be extended in later units.

### **CO802A.1 Principles of Investment Planning (PG)**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program within the College of Business.

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This unit introduces basic concepts of risk and return in relation to investment planning. Various investment vehicles are covered including shares, fixed interest investments and real estate.

### **F7034.1 Professional Legal Practice**

**Credit Points** 0 **Level** 7

#### **Special Requirements**

Students enrolled in course 2502 - Bachelor of Laws (Non graduate entry) must obtain permission to enrol in this unit.

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Professional Legal Practice is a requirement for completion of the GDLP and for admission as a legal practitioner in NSW, that those students who undertake the GDLP being an accredited professional training course must complete a component of workplace training. Completion of this Unit is a requirement to gain the award of the UWS GDLP and for

admission as a legal practitioner. Workplace training experience means supervised employment in a law or law related work environment or equivalent unpaid engagement in such an environment for a period of 45 days.

### **F7030.1 Professional Legal Skills**

**Credit Points** 20 **Level** 7

#### **Special Requirements**

Students enrolled in course 2502 - Bachelor of Laws (Non graduate entry) must obtain permission to enrol in this unit.

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Professional Legal Skills will focus on meeting the students need, that at the point of admission to practice they will be expected to provide evidence they have achieved the requisite competence in the following Skills (Lawyer's Skills; Problem Solving) and Practice Areas (Criminal Law Practice; certain aspects of Civil Litigation Practice) as prescribed in the Competency Standards for Entry Level Lawyers for practical legal training that have been jointly developed by the Australasian Professional Legal Education Council (APLEC) and the Law Admissions Consultative Committee (LACC). On satisfactory completion of 200278 Professional Legal Skills 1 and Professional Legal Skills 2 and Advance Standing (Academic Credit) can be applied for in this unit.

### **CO813A.1 Project**

**Credit Points** 10 **Level** 7

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As a result of completing this unit, students will get a full understanding of conducting a property research project report to examine a property issue in detail.

### **51240.1 Project Management**

**Credit Points** 10 **Level** 7

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This unit provides the philosophy, tools and computerised techniques for effectively managing large projects and programs in any organisation. Topics include project definitions and examples, research and development, benefits and costs of project management, personnel policies, the mechanics of project planning, developing networks, network validation, scheduling and control, resource analysis and control, cost analysis and budgetary control, and training.

### **101417.1 Project Seminar and Proposal**

**Credit Points** 20 **Level** 5

#### **Assumed Knowledge**

Students must have completed the 3rd Year of the undergraduate program (or equivalent) in the Fine Arts, Electronic Arts, Contemporary Arts, Music, Performance, Communication or Design (Visual Communication) Bachelor degrees.

#### **Corequisite**

**101416.1** Creativity: Theory and Practice

### Equivalent Units

100640 - Research Project Seminar, 101169 - Honours Thesis Proposal

### Special Requirements

Students must be eligible for admission into the School of Communication Arts Honours program in order to take this unit. The proposed research must be in an area that can be supervised by a full-time academic staff member of the School of Communication Arts. This is a 20 credit point unit. The equivalent unit 101169 is 20 credit points, and advanced standing for this unit will be automatically granted. The equivalent unit 100640 is a 10 credit point unit, and therefore equivalents will be established with 4th Year Professional Program units offered by the School, e.g. Reading the Contemporary or Communication and Creative Industries. Please see your Course Advisor or Head of Program for further information if applicable.

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This unit provides training in practical applications of research in the communication arts. Students delineate project-based research topics in their fields. Students may produce research papers, or focus on projects involving creative practical works with accompanying documentation. Students will work in class and with their supervisor, to propose and create an artistic presentation with comprehensive documentation (including theoretical underpinnings), or propose and submit a research paper. These will include literature surveys or works reviews that demonstrate the students' knowledge of their areas of specialisation. Participation in Research Seminars will give students an opportunity to present work for feedback and critique.

### 200231.2 Promotion and Advertising Overseas

**Credit Points** 10 **Level** 7

#### Corequisite

**51012.1** International Marketing

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This unit will focus on how the promotional mix should be modified when promoting overseas and how each element of the promotional mix needs to be adjusted to take account of different political, economic, legal and cultural requirements in individual overseas markets. In addition, availability of media, media infrastructure and promotion intermediaries will be explored as will the different drivers of purchasing behaviour.

### 51006.1 Promotion Management

**Credit Points** 10 **Level** 7

#### Prerequisite

**51001.1** Quantitative Analysis in Marketing

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This unit covers promotion strategies as translations of the marketing strategy; constructing a behavioural sequence model to profile the target audience; using management judgment and econometric models to set the budget; formulating copy, sales promotion, publicity/public relations

and media strategies; testing promotion strategies; tactical executions of promotion strategies; evaluating copy, sales promotion program, public relations campaign, media plan; working harmoniously with advertising agencies, sales promotion and public relations consultants.

### MCB617.1 Property Development (V2)

**Credit Points** 10 **Level** 7

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Property development is an extremely complex activity which involves a vast range of considerations over a wide range of inter related subject areas. It is probably the most complex activity undertaken by property people except perhaps 'active' property management which should incorporate property development activities. The aims of this unit are to provide a wide ranging study of the property development process including such considerations as the objectives, functions, roles and methods of operation of all those involved in the development process, the financial aspects of development, social considerations, taxation aspects, planning matters and others, and to provide students with the opportunity to develop their understanding of and their expertise in the subject.

### MCB612.1 Property Finance and Taxation

**Credit Points** 10 **Level** 7

#### Assumed Knowledge

Basic working knowledge of business and property operations.

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This unit is focussed to develop the student's knowledge of finance and taxation with particular reference to the property industry.

### 200696.1 Property Investment Analysis (V2)

**Credit Points** 10 **Level** 7

#### Assumed Knowledge

Students undertaking this unit should have a sound knowledge of the property industry

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This unit is replacing unit CO811A. This unit introduces the concepts of investment analysis in the context of a study of the performance of individual created property investments.

### CO810A.1 Property Portfolio Analysis

**Credit Points** 10 **Level** 7

#### Assumed Knowledge

Knowledge of property.

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This unit examines the role of property in an investment portfolio, with particular attention given to property portfolio performance analysis and property investment strategy. The performance analysis of both direct and indirect property is also examined to assess the strategic contribution of property to an investment portfolio.

### **200462.1 Public Sector Accounting and Financial Control (PG)**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

Bachelor's degree in Accounting

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program within the College of Business.

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The public sector is a common feature of our modern society. There are a variety of entities in the public sector which account for a large proportion of national output and employment in many countries including Australia. This unit examines the role of government entities in our society, decision-making processes and their accountability structures with an in-depth examination of various accounting, reporting, auditing, financial management and control techniques used by them.

### **51259.1 Purchasing and Materials Management**

**Credit Points** 10 **Level** 7

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This unit provides the concepts, tools and techniques needed in purchasing and materials management. It includes purchasing policy and strategy, organising and staffing in purchasing and materials functions, supplier selection and evaluation, price/cost analysis, negotiation skills, inventory management, value analysis and standardisation, purchasing in the international market, government purchasing, and legal aspects of purchasing. Topics include purchasing's role and objectives; purchasing in a dynamic worldwide economy; purchasing strategy and policy; the basic purchasing policy; information technology in purchasing; organising and staffing in a purchase department; purchasing responsibility for quality; supplier selection; development and evaluation; purchasing in the international market; price/cost analysis; the art and science of negotiation; the legal aspects of purchasing; inventory management; purchasing's responsibility for inventory, transportation, purchasing planning and forecasting; value analysis/standardisation, purchasing's role in capital expenditures; measuring purchasing performance; retail, institutional and government purchasing; electronic data interchange.

### **SE828A.1 Qualitative Research Design**

**Credit Points** 10 **Level** 7

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The unit is designed to enable students to (using social ecology framework) select a topic for investigation, define achievable research goals, and design and plan a research program based on familiarity with a range of qualitative methodologies (eg; phenomenology, hermeneutics, heuristics, grounded theory, biography, ethnomethodology, case study, narratology, action research, collaborative

inquiry, transpersonal research), select appropriate ones, conduct a focused literature search, write a critical review of literature relevant to the topic and the chosen methodologies prepare an ethics application, conduct a pilot project and write a 'publication quality' report of the work.

### **200225.1 Quality Planning and Analysis**

**Credit Points** 10 **Level** 7

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Achieving customer satisfaction through quality management requires the understanding and use of specialised managerial, technological and statistical concepts and tools. This unit aims to provide an in-depth understanding of planning approaches and statistical tools commonly used for managing quality.

### **200226.1 Quality Systems and Business Performance**

**Credit Points** 10 **Level** 7

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The development of quality standards and guidelines that are internationally recognised has become a competitive imperative in the context of globalisation. Simultaneously, firms are increasingly evaluating their quality management efforts by examining how well these are meeting the expectations of customers, employees and other stakeholders. This unit aims to provide an in-depth understanding of the issues involved in planning and implementing quality systems and assessing their effectiveness from a business excellence perspective.

### **51171.1 Real Estate Finance and Investment**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Only students enrolled in the following degrees are able to enrol in this unit: 2705 Master of Finance, 2702 Master of Applied Finance, 2704 or 2745 Graduate Diploma in Applied Finance, 2708 Graduate Certificate in Applied Finance, 2703 Master of International Trade and Finance

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This unit examines real estate/property as an asset class. Sectors considered are industrial, retail, residential, and agricultural/rural. The taxation environment in Australia and in selected overseas countries is examined in detail. The unit considers property performance indices (BOMA in Australia, and similar property index series in USA, Canada, UK and Europe), lease incentives and effective rentals, unlisted property trusts, and pre-commitment style property valuation, including the increasing use of DCF-based techniques in the property valuation/appraisal profession in Australia and overseas.

### **51280.1 Remuneration Theory and Practice (PG)**

**Credit Points** 10 **Level** 7

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Based largely on the concept of equity and the pay model, this unit considers internal, external, individual and process equity. Theory and design of compensation systems focuses on the strategic use of remuneration and constraints on practice in remuneration. Candidates emerge understanding theory and techniques that underpin a remuneration system and its links to organisational strategy. Remuneration theory and practice is critically analysed from the perspective of various stakeholders in the process.

### **200692.1 Research and Communicating Skills for Accounting (PG)**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program within the College of Business.

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This unit is designed to assist students enhance their research skills and their ability to make written and oral reports suitable for presentation to employers and clients in a modern business and commercial environment.

### **51260.1 Research and Development Management**

**Credit Points** 10 **Level** 7

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This unit provides concepts, tools and techniques to enable business and technical managers to effectively manage research and development (R&D) activity in their organisations. Topics include the role and scope of R&D in business, the process of technological innovation -- the need for a conceptual approach, technological innovation as a conversion process, factors contributing to successful technological innovation, strategies for R&D -- the role of corporate planning, R&D as a business, resource allocation to R&D, selecting R&D strategy, strategy versus entrepreneurship, creativity and problem-solving -- the creative process, creative individuals -- main characteristics, creativity in innovation, techniques for creative problem-solving. An integrated approach, project selection and evaluation, financial evaluation of R&D projects, R&D program planning and control, organisation of R&D -- definition of organisation, the human resource, leadership style, industrial characteristics, organisation structures, technological forecasting for decision-making -- the need to forecast, the definition of technological forecasting, inputs to and outputs of the forecasting system, classifications and techniques of technological forecasting.

### **300411.1 Research Methodology and Experimental Design**

**Credit Points** 20 **Level** 8

#### **Assumed Knowledge**

Appropriate background in scientific discipline to conduct research in that area. No previous research experience is required.

#### **Equivalent Units**

SC809A - Research Methodology and Experimental Design, 14429 - Science Research Project, Proposal and Seminar

#### **Incompatible Units**

ASC411 Research Methodology and Experimental Design, SC808A Research Methodology and Experimental Design, SC809A Research Methodology and Experimental Design

#### **Special Requirements**

Students must be enrolled in an honours or postgraduate degree.

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This unit introduces students to the principles and tools of scientific research. It is designed for students who are undertaking Bachelors (Honours) or postgraduate courses but have not previously undertaken training in research. Students attend a series of workshops covering topics such as critical thinking, problem definition, formulation and testing of hypotheses, analysis of quantitative and qualitative results, communication of research findings, bibliographic techniques and advanced information retrieval methods. Students are required to prepare a research proposal, a literature review, seminars, progress reports and a research poster and to participate in seminar series throughout the year.

### **300411.2 Research Methodology and Experimental Design**

**Credit Points** 20 **Level** 8

#### **Assumed Knowledge**

Appropriate background in a scientific discipline to conduct research in that area. No previous research experience is required.

#### **Equivalent Units**

SC809A - Research Methodology and Experimental Design, 14429 - Science Research Project, Proposal And Seminar

#### **Special Requirements**

Restriction to students enrolled in postgraduate or honours courses.

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This unit introduces students to the principles and tools of scientific research. It is designed for students who are undertaking Bachelors (Honours) and postgraduate courses by those who have not previously undertaken training in research. Students attend a series of workshops covering topics such as critical thinking, problem definition, formulation and testing of hypotheses, analysis of quantitative and qualitative results, communication of research findings, bibliographic techniques and advanced information retrieval methods. Students are required to prepare a research proposal, a literature review, seminars, progress reports and a research poster, and to participate in seminar series throughout the year.

### **400421.1 Research Methods for Humanities and Social Sciences**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

Students need to be enrolled in a course at the appropriate level

#### **Equivalent Units**

53220 - Research Methods for Humanities and Social Sciences

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This unit provides core research training within a range of postgraduate courses. It requires the completion of four research topics in the following areas: research theory and design (e.g. epistemology, qualitative & quantitative) specific approaches (e.g. critical discourse analysis, feminist research); data collection methods (e.g. interviews, questionnaires) and methods of analysis (e.g. quantitative & qualitative). This unit is offered in flexible mode according to topic (typically one day's attendance or equivalent per topic). Topics vary each session depending on student demand.

### **EH838A.1 Research Methods: Science in Context**

**Credit Points** 10 **Level** 7

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In this unit, you will be introduced to various schools of research and be encouraged to think eclectically about exploration and investigation within your own interest areas. Rather than think of methods, for example, as quantitative or qualitative, this class will encourage you to work from the problem out. In other words, you will be asked to identify what it is you wish to know about, then develop a methodological approach that can best answer that question. This unit uses experiential learning reinforced by propositional and practical learning. While you are still a 'learner' creating new knowledge and abilities for yourselves, this unit goes a step further as you attempt to become a 'researcher'. As a researcher you will be attempting to create new knowledge not only for yourself, but for others as well. The unit's design is based on the readings, workshops and your own problem solving skills. Your own areas of interest will provide the theme for your learning in this unit.

### **200397.1 Revenue Law (PG)**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

200433 Company Law

#### **Prerequisite**

**200432.1** Commercial Law (PG)

#### **Equivalent Units**

51228 - Revenue Law (PG)

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and

must be enrolled in a postgraduate program within the College of Business.

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Australian taxation law is complex and varied. This unit briefly introduces the various types of taxes (including Goods and Services Tax) and the overall scheme for the application of taxes in Australia and then focuses on the key provisions of Income Tax Law including the interrelationship of income tax and fringe benefits tax).

### **200721.1 Reward Management**

**Credit Points** 10 **Level** 7

#### **Equivalent Units**

51280 - Remuneration Theory and Practice

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This unit enables employment relations professionals to deploy advanced practitioner skills in specific workplace and institutional contexts. The management and the negotiation of reward are emphasised. Innovations such as strategic and 'total reward' strategies are critically examined. These innovations relate to the key issues of market-imperatives and fairness, including the balance between collective and individually-determined reward and reward strategies related to performance.

### **H7072.1 Risk Management**

**Credit Points** 10 **Level** 7

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All operations within an organisation involve some risk. In many cases decisions are made in conditions of uncertainty where the key variables are beyond the control of the decision-maker. In order to maximise the probability of making the optimum decisions, managers must understand how to manage the risks involved. This unit introduces students to the variety of risks commonly encountered by organisations, to provide them with the tools necessary to analyse these risks and objectively evaluate the alternatives available. Unit available for masters only.

### **300677.1 Safety and Risk Management**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

Recognition that OHS procedures are legislatively required at the workplace and the ability to recognise the need to protect workers from harm at the workplace. Knowledge of the basics of OHS legislation in the students' jurisdiction.

#### **Equivalent Units**

300390 - Safety Management. 300395 - Risk Assessment

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This unit provides a critical insight into the theory and practice of managing safety and health at the workplace with a dual focus on risk management and safety management. Students have the opportunity to develop a safety systems approach concentrating on hazard identification, risk assessment and devising control measures incorporating safety management principles. Safety culture and its influence on OHS practice is also

detailed. In addition, the unit addresses the legal underpinning of OHS requirements at the workplace. Labour market change and the role of government, unions and employer organisations are also examined. Global perspectives on OHS from various jurisdictions ranging from the USA, Hong Kong and China are also scrutinised.

### **51212.1 Security Analysis and Portfolio Theory**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Only students enrolled in the following degrees are able to enrol in this unit: 2705 Master of Finance, 2702 Master of Applied Finance, 2704 or 2745 Graduate Diploma in Applied Finance, 2708 Graduate Certificate in Applied Finance, 2703 Master of International Trade and Finance

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This unit looks at the models developed to guide investment choice including those beyond the dominant paradigm of the EMH/CAPM view. It provides an opportunity for students to develop advanced skills in the analysis of financial statements, to understand the investment significance of such analyses, and to use such analyses in portfolio applications.

### **51016.1 Services Marketing Management**

**Credit Points** 10 **Level** 7

#### **Prerequisite**

**51001.1** Quantitative Analysis in Marketing

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Candidates develop an understanding of the basic building blocks underlying services marketing (viz the consumer and the worker) and they sharpen skills in developing appropriate marketing management strategies for service operations. Candidates study environment and employees, formulating communication and pricing strategies, reasoning carefully about strategic options, and making marketing-mix decisions. Candidates learn implementation issues in services marketing -- customer retention, service recovery, service quality, and building a customer-focused service organisation.

### **200497.1 Social and Environmental Accounting (PG)**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

Bachelor's degree in Accounting

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program within the College of Business.

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This unit reflects the expanding scope of corporate accountability, the rise of corporate environmentalism and the role of stakeholder pressures such as regulation in driving changes to organizational performance

measurement and reporting. It provides students with an appreciation of the range of organisational stakeholders and the changing expectations for social and environmental responsibility and accountability. In particular, students will explore issues relating to social and environmental accounting, triple bottom line measurement and disclosures and corporate governance.

### **SE813A.1 Social Ecology Research**

**Credit Points** 10 **Level** 7

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The unit is designed to enable students to (using a social ecology framework) conduct a research investigation, employing usually two or more qualitative methodologies (eg; phenomenology, hermeneutics, heuristics, grounded theory, biography, ethnomethodology, case study, narratology, action research, collaborative inquiry, transpersonal research, prepare an ethics application, and write a 'publication quality' report of the work.

### **H7343.1 Special Topic in Accounting A (PG)**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program within the College of Business.

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This unit critically studies selected topics in accounting not addressed in detail in other masters units in accounting. The topics addressed relate to one theme. Unit available for masters only.

### **H7344.1 Special Topic in Accounting B (PG)**

**Credit Points** 10 **Level** 7

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program within the College of Business.

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This unit critically studies selected topics in accounting not addressed in detail in other masters units in accounting. The topics addressed relate to one theme. Unit available for masters only.

### **51244.1 Statistical Methods for Research**

**Credit Points** 10 **Level** 7

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This unit provides an understanding of the concepts and techniques for conducting research in commerce in quantitative and qualitative modes. Research methodology and statistical tools are integrated into this unit with an emphasis on models, methods and data analysis using SPSS for windows software. Topics include research design, concept of variables and measurement, data collection methods and types of data, survey methods design and administration, basic commands in SPSS for

data entry, manipulation and analysis, different types of analysis – bivariate analysis, testing hypothesis, parametric and non-parametric tests, multivariate analysis, factor analysis, discriminant analysis and clusters analysis, qualitative data analysis and triangulation.

### 51230.1 Statistical Process Control

**Credit Points** 10 **Level** 7

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This unit provides the philosophy, tools and computerised techniques required for instituting quality control in business processes. Topics include definition of quality control, quality assurance and total quality, control charts for variables, theory of probability, control charts for attributes, acceptance sampling, life testing and reliability, process capability improvement, and Taguchi methods for quality improvement.

### 200424.1 Statistics for Accountants (PG)

**Credit Points** 10 **Level** 7

#### Assumed Knowledge

High level of mathematical and numeracy skills.

#### Equivalent Units

51268 - Statistics for Accountants (PG)

#### Special Requirements

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program within the College of Business.

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This unit provides a conceptual and analytical framework with an understanding of basic statistical concepts and techniques used in handling the tools of statistical inference and decision-making in a business context.

### 51173.1 Strategic Bank Management

**Credit Points** 10 **Level** 7

#### Special Requirements

Only students enrolled in the following degrees are able to enrol in this unit: 2705 Master of Finance, 2702 Master of Applied Finance, 2704 or 2745 Graduate Diploma in Applied Finance, 2708 Graduate Certificate in Applied Finance, 2703 Master of International Trade and Finance

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This unit examines the techniques of long-term (strategic) managerial planning. It describes the process where banks create strategic plans, and looks at some of the ethical issues that arise in banking. Emphasis will be on the practical aspects of bank strategic management with a focus on the challenges facing banks today in a rapidly changing environment and how they are looking to respond to these challenges.

### 200722.1 Strategic Employment Relations

**Credit Points** 10 **Level** 7

#### Assumed Knowledge

Knowledge of human resource management and industrial relations from studying at least 40 cp at the postgraduate level.

#### Incompatible Units

46519 - Employment Relations Strategy and Change.

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This capstone unit aims for students to acquire the skills, knowledge and understanding of the challenges of managing people strategically in complex and turbulent environments. The unit examines theories on business strategy, strategic management, human resource strategy and industrial relations strategy. The use of knowledge of HR and IR in strategic analysis and evaluation for transforming the people management function is explained. Management practice is considered through examining ways of acting strategically relative to tendencies for the human resource function to become mired in tactical responses. The tools and techniques for analysing, implementing and evaluating strategy are emphasised.

### 200259.1 Strategic Hospitality and Hotel Management

**Credit Points** 10 **Level** 7

#### Equivalent Units

200201 - Strategic Tourism & Hospitality Management

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This unit aims to equip students with the necessary skills to design, analyse and implement strategic management initiatives in hospitality and hotel organisations. The subject emphasises creating and sustaining competitive advantage of hospitality firms and organisations in both domestic and international markets. The students will learn to apply the latest developments in the theory of strategic management to specific requirements of firms and organisations in the hospitality and hotel industries.

### U51050.1 Strategic Management (MBA)

**Credit Points** 10 **Level** 7

#### Special Requirements

Students must be enrolled in one of the following courses: 5500, 5501, 5502, 9009 to be eligible to enrol in this unit.

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This unit places strategic management in an historical context to identify changing trends; in particular, the pressures towards internationalisation, globalisation and gaining competitive advantage. It also examines critically the major theoretical approaches to strategy and emerging trends in this field of study to demonstrate how decision making processes, leadership and organisation politics impact upon the strategic activities of managers. Drawing on various concepts, theories and approaches, a dynamic, contingent and contested view is presented of strategic management.

### **200422.1 Strategic Management Accounting (PG)**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

Bachelor's degree in Accounting

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program within the College of Business.

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Contemporary management accounting systems (MAS) have been criticized for providing misleading information in changing operational environments. MAS should assist operations management with performance measures that reflect new technologies and balanced for the organizational stakeholders. This unit examines the roles of management accounting and the impact of changes on those roles. It also examines various aspects MAS design to link the organizational strategy formulation to management control.

### **CMGC25.1 Strategic Management M**

**Credit Points** 10 **Level** 7

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Overview: The themes are the core issues of strategic management-formulation, implementation, competitor analysis, management roles and strategic thinking. Particular areas for analysis include: the contexts for strategy development; strategic capabilities; missions, goals and strategies; strategy accommodating structures, cultures and values; the impact of competitor analysis on strategy; routines to control strategic processes; and evaluating strategic management in entrepreneurial and non-profit contexts.

### **51011.2 Strategic Marketing**

**Credit Points** 10 **Level** 7

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This unit builds on previous coursework in marketing by developing analytical skills that address the development of strategic marketing plans for a given product-market entry and for portfolios of product-market entries. It stresses customer, competitor and environmental analysis, and analysis of market segmentation and product positioning. A continual focus is made on the interrelations between marketing performance objectives, strategy selection, and strategic orientations implicit within marketing programs. Topics include organisational strategy, market opportunity analysis, and situation-specific strategy selection. In addition to conceptual discussion, case analysis is an important unit component.

### **200262.1 Strategic Marketing for Hospitality and Hotel Managers**

**Credit Points** 10 **Level** 7

#### **Equivalent Units**

200174 - Strategic Marketing for Tourism and Hospitality

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This unit analyses the strategic marketing decisions of hospitality and hotel organisations, including multinational corporations. Topics include: the role of marketing in strategic planning; the marketing environment and the importance of market research; market segmentation, targeting and positioning; internal marketing and product development; distribution channels; pricing considerations, approaches and strategy; promoting products; communication and promotion policy; public relations and professional sales; destination marketing and preparation of marketing plans.

### **H7104.1 Strategic Technology Management**

**Credit Points** 10 **Level** 7

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This unit is designed to provide participants with an understanding of the strategic management of technology. It is relevant to managers, engineers, technologists and scientists with current or future responsibilities for managing technological change and innovation. The unit content focuses primarily on strategic technology management at the firm level, though some time will be spent on global issues of technological change that impact on strategic management. Unit material covers two broad themes, one, the identification of global technology trends and strategies, and the forecasting, selection, integration and commercialisation of new technologies within the firm's product range, and two, the selection and implementation of new technologies to assist in improving productivity and efficiency within the firm's operations. Unit available for masters programs only.

### **200329.1 Supply Chain Management**

**Credit Points** 10 **Level** 7

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The unit aims to provide an understanding of the concepts and techniques for managing logistics activities and warehouse effectively. Topics include the role of logistics in the economy and firm, development of logistics management, integrated logistics management concept, channels of distribution, customer service, transportation systems and mathematical models, documentation for exports and imports and government regulations, designing warehouse layout, material handling systems, storage techniques for locating and reducing costs, automated warehouse, barcode systems and uses in warehouse management, paperless warehouse, order processing and information systems, decision support systems for logistics management, logistics performance, managing material flow- logistics/manufacturing interface, logistics/marketing interface, and the strategic logistics plan-global logistics.



### **AC808A.1 Taxation Planning and Implications (PG)**

**Credit Points** 10 **Level** 7

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This unit provides an overview of complex tax areas which affect financial planning. It explores most areas of taxation including identifying income and deductions as well as Capital Gains Tax and GST. It concludes with an analysis of tax avoidance issues as they affect financial planners.

### **200258.1 The Hospitality Industry**

**Credit Points** 10 **Level** 7

#### **Equivalent Units**

200347 - The Tourism System

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This unit provides foundational knowledge in the study of the Hospitality and Hotel industry, including the international perspectives. The unit examines the concept of hospitality and the commercial provision of hospitality services. Students will study and analyse various types of hospitality services and the management implication of their delivery. The delivery of hospitality and hotel services is examined in the broader context of the leisure industry. Particular focus is on the development of Hospitality and Hotel services with reference to the experience economy.

### **46525.1 The Industrial Relations Process**

**Credit Points** 10 **Level** 7

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The development of Australian industrial relations institutions and policies; industrial relations and personnel management. Government and industrial relations—the significance of government policies; the importance of industrial relations in economic, political and social affairs. Industrial relations systems—industrial relations and industrialisation; the subject matter of industrial relations. Trade unions—types, growth, size, trends; organisation; line and staff in trade unions; democracy in trade unions, political, economic and social objectives; current policies and trends; political links of trade unions; theories of the labour movement. Employers—associations, structure, policies, corporate industrial relations. Industrial disputes: incidence, types, causes, trends; settlement of disputes; problems of reconciliation of macro- and micro-accommodation. Australian arbitration—structure, constitutional aspects, ideology; approaches to wage-determination, hours of work, other conditions of work; sanctions; trends, criticisms of arbitration, proposals for reform.

### **100926.2 The Language of the Law**

**Credit Points** 10 **Level** 7

#### **Equivalent Units**

A7528 - The Language of the Law

This unit aims to develop in students an understanding of the intricacies of the language of the law when used in written documents and mainly in the context of the courtroom. It will provide students with a historical overview of the development of Law English, its aims and purposes and its current uses. Special emphasis will be placed on the implications of legal language on legal translations and court interpreting, but the unit is suitable for monolingual students interested in the language of the law.

### **51102.1 The Politics of Organisational Decision-Making**

**Credit Points** 10 **Level** 7

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In this unit candidates learn the different machinations by which power is applied in organisations: decision-making processes come to be understood as frequently complex and uncertain procedures. Through the examination of such issues as empowerment, organisational crises and whistle blowing, candidates learn to analyse and critique the decision-making processes within organisations. In particular, candidates examine the power relations among the different constituencies of organisations that can impact on decision-making. They examine the roles of clients, stakeholders and minority interest groups, and how their push for power changes organisations.

### **CO809A.1 The Property Environment**

**Credit Points** 10 **Level** 7

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This unit is part of the foundation for the other property units in the Master of Commerce course. Students will develop an understanding of the property industry and its role in the investment context, as well as the collection and analysis of property data. The areas of markets, institutional property portfolios, the role of Government policy, and the controls that effect development will all be studied.

### **200464.1 The Role of Accounting in Corporate Governance (PG)**

**Credit Points** 10 **Level** 7

#### **Assumed Knowledge**

Undergraduate or equivalent degree in Accounting

#### **Special Requirements**

Students wishing to take this unit as an elective need approval from the Head of Program or Course Advisor and must be enrolled in a postgraduate program within the College of Business.

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Good corporate governance is crucial to the sound functioning of the economic systems. Not only has the topic succeeded in attracting much attention to adopt best practices in improving corporate performance and sustainable economic growth, but also it has drawn attention to the importance of high level of transparency and accountability to the various stakeholders. This unit is concerned with the role of accounting and auditing in the corporate governance process.

### **46530.1 Themes in International and Comparative Employment Relations**

**Credit Points** 10 **Level** 7

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This unit explores the differences in industrial relations models and practices between selected countries with different social structures, policies and practices. The unit recognises that the transfer of industrial relations institutions, methods and attitudes between countries must be handled with a critical sensitivity to the broader context of industrial relations. Issues and trends in international human resource management are discussed.

### **400585.1 Theories of the Social**

**Credit Points** 10 **Level** 7

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This unit develops critical reflection on the role of theory in the social sciences. It requires the completion of four topics in areas such as: epistemology and disciplinary positioning of social theory; theories in social, cultural, historical and political contexts; current debates and theories in the social sciences. The unit is offered in flexible mode according to topic (typically one day's attendance or equivalent per topic). Topics vary each session depending on student demand.

### **51243.1 TQP Final Project A and B**

**Credit Points** 20 **Level** 7

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This unit provides exposure to real-life industrial problems, and develops candidates' ability to apply the concepts, tools and techniques of total quality management and productivity management. Candidates will undertake a major field work involving developing new systems, evaluating the effectiveness of existing systems, and/or improving existing systems. Candidates will select a problem for detailed investigation and analysis in consultation with their supervisor. After defining the problem and developing the scope of work, candidates will undertake theoretical investigation and prepare a blueprint for field studies. This blueprint (in the form of a working paper of about 3000 words) will include theoretical findings, gaps and limitations, probable solutions to the problem, and methodology for the field study. After completing their field studies, candidates will analyse the findings and prepare a comprehensive business report. The final business report (about 15,000 words) will include problem definition, theoretical studies, methodology for field study, data and its analysis, findings, recommendations, implementation plan, and references. The final report can be submitted separately for A and B (about 7500 words each) or together (about 15,000 words).

### **F7032.1 Transactional Legal Practice**

**Credit Points** 20 **Level** 7

#### **Prerequisite**

**F7030.1** Professional Legal Skills AND **F7031.1** Legal Practice: Ethics and Management

#### **Special Requirements**

Students enrolled in course 2502 - Bachelor of Laws (Non graduate entry) must obtain permission to enrol in this unit.

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Transactional Legal Practice will focus on meeting the students' needs that, at the point of admission to practice, they will be expected to provide evidence that, they have achieved the requisite competence in one (1) of the following Practice Areas. These areas are Consumer Law Practice; Employment and Industrial Relations Practice; Planning and Environment Law Practice; Wills and Estates Practice as prescribed in the Competency Standards for Entry Level Lawyers for practical legal training. These have been jointly developed by the Australasian Professional Legal Education Council (APLEC) and the Law Admissions Consultative Committee (LACC). On satisfactory completion of The College of Law, Professional Program UWS, or equivalence, Advance Standing (Academic Credit) can be applied for in this unit.

### **500001.1 Value Chain Management**

**Credit Points** 10 **Level** 7

#### **Equivalent Units**

U51049 - Operations Management and Leadership

#### **Special Requirements**

Students must be enrolled in one of the following courses: 5500, 5501, 5502, 9009 eligible to enrol in this unit.

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This unit introduces students to the concept of the value chain and its management. The unit explores the strategic issues of the role of the value chain in developing, maintaining and growing a business. It will enable participants to understand what is required and the business models that will have to be adopted.

### **100294.1 Warlords, Artists and Emperors: Power and Authority in Premodern Japan**

**Credit Points** 10 **Level** 3

#### **Special Requirements**

Successful completion of 60 credit points at Level 1.

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This unit will look at the historical heritage of Japan that is central to contemporary Japanese identity and culture.

### **47021.1 Work and Society**

**Credit Points** 10 **Level** 7

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This unit introduces sociological analysis -- methods and procedures in sociology, themes in the sociology of work and industry, and the sociological approach to understanding work relations. It covers industrial work from post-industrialisation to mass production and mass consumption; work in Australian society -- class structure and its impact on work; the cultural base of Australian business; international comparisons in business values -- USA, UK and Japan; the structures of work in modern

society – the occupational structures of work, the organisational structures of work, examples of modern work organisations; new technology and work – the restructuring of work in manufacturing, services, communications and publishing; disadvantaged groups in the workforce – common characteristics, policies and strategies; conflict in work – the management of institutionalised conflict – Australian case studies; and the future directions of work – information technologies, trends and initiatives in organisations, strategy, change and consequences.

### **200723.1 Work, Society and Labour Markets**

**Credit Points** 10 **Level** 7

#### **Incompatible Units**

47021 - Work and Society.

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Society shapes work and labour markets, but society in turn is influenced by work and labour markets. Key factors are dominant social values and norms as well as economic, technological, demographic and political changes. This unit equips students to analyse and respond effectively to these interactions and changes in a range of contexts. A key theme is the changing patterns and nature of work (paid and unpaid), workforce participation, and the impact on stakeholders such as individuals, families and communities. Future trends and directions in relation to work, society and labour markets are explored.

### **200724.1 Workforce Planning**

**Credit Points** 10 **Level** 7

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In an era of globalisation and economic and social change, workforce planning is a strategic tool, both for the management of organisations and human resource strategy, and for broader issues of public policy and economic development. The unit is designed to enable employment relations professionals to plan for building organisational capability. Planning for demographic changes, skill shortages and economic shocks is crucial for managing risk and growing organisations, but makes planning more difficult and complex. The aim is for managers to influence organisations by demonstrating planning's vital importance to sustainability and to undertake planning using quantitative tools.

### **F7080.1 Workplace Grievance Dispute Management**

**Credit Points** 10 **Level** 7

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This unit provides a theoretical overview and instruction in the practical processes of dispute resolution in the workplace. The aim of the unit is to develop the student's skills and understanding in applying the theory and practice of dispute resolution within the workplace. The workplace is the focus of a range of types of disputes which, while sharing common characteristics with many other disputes, have particular qualities related to the context of the employment relationship, including legal and economic constraints and workplace culture. Consideration will also be given to multi-party workplace disputes, and the

influence of external parties on workplace disputes. The unit will be particularly concerned with the application of dispute resolution methodology for the restoration of effective workplace relationships and the avoidance of litigation. This is not a unit in industrial relations or employment law but it provides an introduction to the principles of employment law and legislation which relates to the workplace dispute resolution.

### **200725.1 Workplace Management Dynamics**

**Credit Points** 10 **Level** 7

#### **Incompatible Units**

200359 - Dynamics of Workplace Management, 51031 - Managing Diversity.

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Workplace interactions are dynamic, fluid and responsive to changing economic, social and political circumstances. Adopting a critical approach, the focus is on the concerns of managers and employees in their day-to-day interactions. The unit explores the impact of organisational and socio-economic change on organisations with emphasis on the impact of the new forms of work and technology, economic developments, diversity and cross-cultural communication. Dynamics equips business students with the ability to analyse and manage a changing business environment, appropriate for careers in Australia and internationally.

## Index for courses by course code order

Course	Description	Page	Course	Description	Page
			<b>5501.2</b>	Graduate Diploma in Business Administration	11
<b>2592.1</b>	Graduate Certificate in International Business	21	<b>5502.2</b>	Graduate Certificate in Business Administration	12
<b>2601.1</b>	Master of Commerce (Human Resource Management and Industrial Relations)	15			
<b>2601.2</b>	Master of Commerce (Human Resource Management and Industrial Relations)	16			
<b>2602.1</b>	Graduate Diploma in Human Resource Management and Industrial Relations	16			
<b>2602.2</b>	Graduate Diploma in Human Resource Management and Industrial Relations	17			
<b>2603.1</b>	Graduate Certificate in Human Resource Management and Industrial Relations	16			
<b>2603.2</b>	Graduate Certificate in Human Resource Management and Industrial Relations	18			
<b>2615.1</b>	Master of Business (Engineering Management)	6			
<b>2616.1</b>	Graduate Diploma in Business (Engineering Management)	7			
<b>2617.1</b>	Graduate Certificate in Business (Engineering Management)	7			
<b>2624.1</b>	Master of Business (Operations Management)	9			
<b>2625.1</b>	Graduate Diploma in Business (Operations Management)	10			
<b>2626.1</b>	Graduate Certificate in Business (Operations Management)	10			
<b>2631.1</b>	Master of Business and Commerce	12			
<b>2632.1</b>	Graduate Diploma in Business and Commerce	14			
<b>2633.1</b>	Graduate Certificate in Business and Commerce	14			
<b>2655.1</b>	Graduate Certificate in Business	10			
<b>2668.1</b>	Graduate Diploma in Legal Practice	24			
<b>2671.1</b>	Master of Commerce (Financial Planning)	14			
<b>2686.1</b>	Graduate Certificate in Accounting	2			
<b>2687.1</b>	Graduate Diploma in Accounting	1			
<b>2688.1</b>	Master of Commerce (Accounting)	2			
<b>2689.1</b>	Master of Professional Accounting	3			
<b>2690.1</b>	Graduate Certificate in Commerce (Financial Planning)	14			
<b>2691.2</b>	Master of Accountancy	1			
<b>2692.1</b>	Master of International Business	20			
<b>2698.2</b>	Master of Business (Marketing)	7			
<b>2699.2</b>	Graduate Diploma in Marketing	8			
<b>2700.2</b>	Graduate Certificate in Marketing	8			
<b>2702.1</b>	Master of Applied Finance	4			
<b>2703.2</b>	Master of International Trade and Finance	24			
<b>2704.1</b>	Graduate Diploma in Applied Finance	5			
<b>2705.1</b>	Master of Finance	20			
<b>2708.2</b>	Graduate Certificate in Applied Finance	6			
<b>2724.1</b>	Graduate Certificate in Research Studies	25			
<b>2725.1</b>	Master of Commerce (Property Investment and Development)	18			
<b>2726.1</b>	Graduate Diploma in Property Investment and Development	19			
<b>2728.1</b>	Master of International Hospitality and Hotel Management	21			
<b>2728.2</b>	Master of International Hospitality and Hotel Management	23			
<b>2729.1</b>	Graduate Diploma in International Hospitality and Hotel Management	22			
<b>2729.2</b>	Graduate Diploma in International Hospitality and Hotel Management	23			
<b>2730.1</b>	Graduate Certificate in International Hospitality and Hotel Management	22			
<b>2730.2</b>	Graduate Certificate in International Hospitality and Hotel Management	23			
<b>2742.1</b>	Master of Vocational Accounting	4			
<b>2745.1</b>	Graduate Diploma in Applied Finance	5			
<b>5500.3</b>	Master of Business Administration	10			

## Index for courses by course description order

Course	Description	Page	Course	Description	Page
			<b>2728.2</b>	Master of International Hospitality and Hotel Management	23
<b>2686.1</b>	Graduate Certificate in Accounting	2	<b>2703.2</b>	Master of International Trade and Finance	24
<b>2708.2</b>	Graduate Certificate in Applied Finance	6	<b>2689.1</b>	Master of Professional Accounting	3
<b>2655.1</b>	Graduate Certificate in Business	10	<b>2742.1</b>	Master of Vocational Accounting	4
<b>2617.1</b>	Graduate Certificate in Business (Engineering Management)	7			
<b>2626.1</b>	Graduate Certificate in Business (Operations Management)	10			
<b>5502.2</b>	Graduate Certificate in Business Administration	12			
<b>2633.1</b>	Graduate Certificate in Business and Commerce	14			
<b>2690.1</b>	Graduate Certificate in Commerce (Financial Planning)	14			
<b>2603.1</b>	Graduate Certificate in Human Resource Management and Industrial Relations	16			
<b>2603.2</b>	Graduate Certificate in Human Resource Management and Industrial Relations	18			
<b>2592.1</b>	Graduate Certificate in International Business	21			
<b>2730.1</b>	Graduate Certificate in International Hospitality and Hotel Management	22			
<b>2730.2</b>	Graduate Certificate in International Hospitality and Hotel Management	23			
<b>2700.2</b>	Graduate Certificate in Marketing	8			
<b>2724.1</b>	Graduate Certificate in Research Studies	25			
<b>2687.1</b>	Graduate Diploma in Accounting	1			
<b>2704.1</b>	Graduate Diploma in Applied Finance	5			
<b>2745.1</b>	Graduate Diploma in Applied Finance	5			
<b>2616.1</b>	Graduate Diploma in Business (Engineering Management)	7			
<b>2625.1</b>	Graduate Diploma in Business (Operations Management)	10			
<b>5501.2</b>	Graduate Diploma in Business Administration	11			
<b>2632.1</b>	Graduate Diploma in Business and Commerce	14			
<b>2602.1</b>	Graduate Diploma in Human Resource Management and Industrial Relations	16			
<b>2602.2</b>	Graduate Diploma in Human Resource Management and Industrial Relations	17			
<b>2729.1</b>	Graduate Diploma in International Hospitality and Hotel Management	22			
<b>2729.2</b>	Graduate Diploma in International Hospitality and Hotel Management	23			
<b>2668.1</b>	Graduate Diploma in Legal Practice	24			
<b>2699.2</b>	Graduate Diploma in Marketing	8			
<b>2726.1</b>	Graduate Diploma in Property Investment and Development	19			
<b>2691.2</b>	Master of Accountancy	1			
<b>2702.1</b>	Master of Applied Finance	4			
<b>2615.1</b>	Master of Business (Engineering Management)	6			
<b>2698.2</b>	Master of Business (Marketing)	7			
<b>2624.1</b>	Master of Business (Operations Management)	9			
<b>5500.3</b>	Master of Business Administration	10			
<b>2631.1</b>	Master of Business and Commerce	12			
<b>2688.1</b>	Master of Commerce (Accounting)	2			
<b>2671.1</b>	Master of Commerce (Financial Planning)	14			
<b>2601.1</b>	Master of Commerce (Human Resource Management and Industrial Relations)	15			
<b>2601.2</b>	Master of Commerce (Human Resource Management and Industrial Relations)	16			
<b>2725.1</b>	Master of Commerce (Property Investment and Development)	18			
<b>2705.1</b>	Master of Finance	20			
<b>2692.1</b>	Master of International Business	20			
<b>2728.1</b>	Master of International Hospitality and Hotel Management	21			

**Index for unit sets by unit sets code order**

<b>Unit Set</b>	<b>Description</b>	<b>Page</b>
<a href="#">2631CAMBC.1</a>	Corporate Administration	27
<a href="#">2631EBMBC.1</a>	E-Business	27
<a href="#">2631ITMBC.1</a>	International Trade	27
<a href="#">2631QBMMBC.1</a>	Quantitative Business Methods	27
<a href="#">SP2000.1</a>	Property Investment	27
<a href="#">SP21000.1</a>	Funds Management	27
<a href="#">SP21001.1</a>	Banking	28
<a href="#">SP21007.1</a>	Information Systems Practice	28
<a href="#">SP21009.1</a>	Marketing	28
<a href="#">SP21010.1</a>	Human Resource Management and Industrial Relations	28
<a href="#">SP21011.1</a>	Operations Management	28
<a href="#">SP21012.1</a>	Finance	28
<a href="#">SP21015.1</a>	Management	29
<a href="#">SP21016.1</a>	Workplace Law	29
<a href="#">SP2706.1</a>	Treasury	29
<a href="#">SPA2631.1</a>	Accounting	29
<a href="#">SPINT2631.1</a>	International Management	29

**Index for unit sets by unit set description order**

<b>Unit Set</b>	<b>Description</b>	<b>Page</b>
<a href="#">SPA2631.1</a>	Accounting	29
<a href="#">SP21001.1</a>	Banking	28
<a href="#">2631CAMBC.1</a>	Corporate Administration	27
<a href="#">2631EBMBC.1</a>	E-Business	27
<a href="#">SP21012.1</a>	Finance	28
<a href="#">SP21000.1</a>	Funds Management	27
<a href="#">SP21010.1</a>	Human Resource Management and Industrial Relations	28
<a href="#">SP21007.1</a>	Information Systems Practice	28
<a href="#">SPINT2631.1</a>	International Management	29
<a href="#">2631ITMBC.1</a>	International Trade	27
<a href="#">SP21015.1</a>	Management	29
<a href="#">SP21009.1</a>	Marketing	28
<a href="#">SP21011.1</a>	Operations Management	28
<a href="#">SP2000.1</a>	Property Investment	27
<a href="#">2631QBMMBC.1</a>	Quantitative Business Methods	27
<a href="#">SP2706.1</a>	Treasury	29
<a href="#">SP21016.1</a>	Workplace Law	29

## Index for units by unit code order

Unit	Description	Page	Unit	Description	Page
			<b>200399.1</b>	Information Systems for Accountants (PG)	43
<b>100271.1</b>	Modern Japanese History	51	<b>200400.1</b>	Company Accounting (PG)	34
<b>100294.1</b>	Warlords, Artists and Emperors: Power and Authority in Premodern Japan	62	<b>200401.1</b>	Accounting Theory and Applications (PG)	31
<b>100693.1</b>	Evidence-based Professional Practice	39	<b>200415.1</b>	Corporate Failure and Forensic Accounting (PG)	35
<b>100703.1</b>	Independent Study 1	42	<b>200416.1</b>	Assurance Services (PG)	33
<b>100704.1</b>	Independent Study 2	42	<b>200422.1</b>	Strategic Management Accounting (PG)	60
<b>100705.2</b>	Independent Study 3	42	<b>200424.1</b>	Statistics for Accountants (PG)	59
<b>100710.1</b>	Introduction to Honours Research	46	<b>200425.1</b>	Economics (PG)	37
<b>100714.1</b>	Humanities Research - Theories and Practices	42	<b>200426.1</b>	Corporate Finance (PG)	36
<b>100921.1</b>	Interpreting and Translation Theory	46	<b>200432.1</b>	Commercial Law (PG)	34
<b>100926.2</b>	The Language of the Law	61	<b>200433.1</b>	Company Law (PG)	34
<b>100963.1</b>	Interpreting Australia: Australian Historians and Historiography	46	<b>200462.1</b>	Public Sector Accounting and Financial Control (PG)	55
<b>101297.1</b>	Languages and Linguistics Special Project	47	<b>200464.1</b>	The Role of Accounting in Corporate Governance (PG)	61
<b>101416.1</b>	Creativity: Theory and Practice	36	<b>200465.1</b>	Financial Accounting - Critical Analysis (PG)	39
<b>101417.1</b>	Project Seminar and Proposal	53	<b>200494.1</b>	Management Accounting (PG)	48
<b>200033.2</b>	Applied Statistics	32	<b>200495.2</b>	Accounting: A Business Perspective (PG)	31
<b>200041.1</b>	Applied Regression Analysis and Forecasting	32	<b>200497.1</b>	Social and Environmental Accounting (PG)	58
<b>200185.1</b>	Analysis for Managerial Decision-Making	32	<b>200512.1</b>	Contemporary Issues in International Marketing	35
<b>200223.1</b>	Operations Management	52	<b>200516.1</b>	Marketing and International Trade Relations	50
<b>200224.1</b>	Management of Quality	49	<b>200517.1</b>	Marketing Projects and Services Overseas	50
<b>200225.1</b>	Quality Planning and Analysis	55	<b>200691.1</b>	Business Research Paper	33
<b>200226.1</b>	Quality Systems and Business Performance	55	<b>200692.1</b>	Research and Communicating Skills for Accounting (PG)	56
<b>200227.1</b>	Performance Measurement and Benchmarking	52	<b>200693.1</b>	Accounting Professional Engagement (PG)	30
<b>200228.1</b>	Assets and Maintenance Management	32	<b>200695.1</b>	Income Property Appraisal	42
<b>200231.2</b>	Promotion and Advertising Overseas	54	<b>200696.1</b>	Property Investment Analysis (V2)	54
<b>200232.3</b>	Global E-Business Marketing	41	<b>200715.1</b>	Contemporary Applied Research in Employment Relations	35
<b>200258.1</b>	The Hospitality Industry	61	<b>200716.1</b>	Developing Human Capital	37
<b>200259.1</b>	Strategic Hospitality and Hotel Management	59	<b>200717.1</b>	Employment Relations Professional Practice	38
<b>200260.1</b>	Financial Management for Hospitality and Hotel Managers	40	<b>200718.1</b>	Human Resource Management	42
<b>200261.1</b>	Employment Relations in Hospitality and Hotel Management	38	<b>200719.1</b>	Industrial Relations and Workplace Change	43
<b>200261.2</b>	Employment Relations in Hospitality and Hotel Management	38	<b>200720.1</b>	International and Global Employment Relations	44
<b>200262.1</b>	Strategic Marketing for Hospitality and Hotel Managers	60	<b>200721.1</b>	Reward Management	57
<b>200280.2</b>	Masters Project	51	<b>200722.1</b>	Strategic Employment Relations	59
<b>200299.1</b>	Business Research Skills Seminar	34	<b>200723.1</b>	Work, Society and Labour Markets	63
<b>200329.1</b>	Supply Chain Management	60	<b>200724.1</b>	Workforce Planning	63
<b>200342.1</b>	Gastronomy and the Management of the Food Experience	41	<b>200725.1</b>	Workplace Management Dynamics	63
<b>200343.1</b>	Hospitality Operations Management	41	<b>200767.1</b>	Employment Relations Law	38
<b>200343.2</b>	Hospitality Operations Management	41	<b>300391.1</b>	Occupational Health Management	52
<b>200344.1</b>	Hospitality Facilities Development and Planning	41	<b>300398.1</b>	Methods of Researching	51
<b>200359.1</b>	Dynamics of Workplace Management	37	<b>300411.1</b>	Research Methodology and Experimental Design	56
<b>200361.1</b>	Advanced Thesis Preparation	31	<b>300412.2</b>	Research Methodology and Experimental Design	56
<b>200368.2</b>	International Business Research	45	<b>300677.1</b>	Safety and Risk Management	57
<b>200369.1</b>	International Business Planning and Implementation	45	<b>400421.1</b>	Research Methods for Humanities and Social Sciences	57
<b>200370.1</b>	Marketing Research	50	<b>400548.2</b>	Honours Pathway	41
<b>200371.1</b>	Advanced Marketing Research	31	<b>400585.1</b>	Theories of the Social	62
<b>200375.1</b>	Organisational Learning and Development (PG)	52	<b>46517.1</b>	Employment Relations Practice	38
<b>200389.1</b>	Accounting Research Essay (PG)	30	<b>46518.1</b>	Human Resource Management	42
<b>200390.1</b>	Business Essay (PG)	33	<b>46519.1</b>	Employment Relations Strategy and Change	39
<b>200391.1</b>	Accounting Research Project (PG)	30	<b>46525.1</b>	The Industrial Relations Process	61
<b>200392.1</b>	International Accounting (PG)	44	<b>46530.1</b>	Themes in International and Comparative Employment Relations	62
<b>200394.1</b>	Accounting Research (PG)	30	<b>46557.1</b>	International Human Resource Management	45
<b>200395.1</b>	Accounting Theory (PG)	31	<b>47021.1</b>	Work and Society	62
<b>200396.2</b>	Introductory Accounting (PG)	46			
<b>200397.1</b>	Revenue Law (PG)	57			
<b>200398.1</b>	Auditing (PG)	33			



Unit	Description	Page	Unit	Description	Page
48024.1	Employment Relations Law	38	51286.1	Contemporary Engineering Organisation and Management Practice	35
500000.1	Marketing Management	50	51300.1	Negotiation, Bargaining and Advocacy (PG)	51
500001.1	Value Chain Management	62	69092.1	Anti Discrimination Law (PG)	32
500002.1	Managing People	49	69094.1	Occupational Health and Safety Law (PG)	52
500003.1	Financial Management	40	69110.1	Alternative Dispute Resolution (PG)	31
500004.1	International Business	44	69112.1	Mediation (PG)	51
51002.1	Marketing Management	50	A7444.1	Language and Linguistics Research Methods	47
51003.1	Buyer Behaviour	34	AC808A.1	Taxation Planning and Implications (PG)	61
51004.1	Applied Marketing Research	32	CMGC25.1	Strategic Management M	60
51006.1	Promotion Management	54	CO801A.1	Principles of Financial Planning (PG)	53
51011.2	Strategic Marketing	60	CO802A.1	Principles of Investment Planning (PG)	53
51012.2	International Marketing	45	CO803A.1	Planning for Retirement (PG)	53
51014.1	Business Marketing Strategy	33	CO804A.1	Insurance & Risk Management (PG)	44
51015.2	Multinational Relationship Marketing	51	CO805A.1	Estate Planning and Professional Responsibilities (PG)	39
51016.1	Services Marketing Management	58	CO806A.1	Current Issues in Financial Planning (PG)	36
51019.1	Applied Marketing Planning	32	CO809A.1	The Property Environment	61
51026.2	International Business Environment	44	CO810A.1	Property Portfolio Analysis	54
51028.1	International Corporate Finance	45	CO813A.1	Project	53
51030.1	Masters Project in International Business	51	CP802A.1	Introduction to Information Systems	46
51031.1	Managing Diversity	49	CP803A.1	Information Technology in Business C	43
51034.1	Human Resource Management Processes and Systems	42	CP804A.1	Information Technology & Decision Making	43
51054.1	Financial Modelling	40	CP807A.1	Data Communications - Management & Use	36
51100.1	Management Decision Methodologies	49	DN805A.1	Feasibility Studies	39
51102.1	The Politics of Organisational Decision-Making	61	EH838A.1	Research Methods: Science in Context	57
51106.1	Contemporary Issues in Employment Relations	35	F7030.1	Professional Legal Skills	53
51112.1	Organisation Behaviour	52	F7031.1	Legal Practice: Ethics and Management	47
51116.1	Economics for Business Decision Makers	37	F7032.1	Transactional Legal Practice	62
51119.1	International Management	45	F7033.1	Litigious Legal Practice	47
51147.1	International Perspectives on Workplace Reform	46	F7034.1	Professional Legal Practice	53
51155.1	Management and Information	48	F7080.1	Workplace Grievance Dispute Management	63
51157.1	Management and Electronic Business Practices	48	H7068.1	Long Term Scenario Analysis	48
51158.1	Information Technology and Globalisation	43	H7072.1	Risk Management	57
51163.1	Financial Institutions and Markets (MAF)	40	H7104.1	Strategic Technology Management	60
51164.1	Finance	39	H7108.1	Managerial Economics	49
51165.1	Financial Institution Management	40	H7330.1	International Macroeconomics	45
51166.1	Credit and Lending Decisions	36	H7331.1	International Trade and Industry Economics	46
51167.1	Law of Finance and Securities	47	H7335.1	International Monetary Economics	45
51168.1	Funds Management and Portfolio Selection	41	H7343.1	Special Topic in Accounting A (PG)	58
51169.1	Derivatives	37	H7344.1	Special Topic in Accounting B (PG)	58
51171.1	Real Estate Finance and Investment	55	J7232.1	Management Science	49
51172.1	Marketing of Financial Products	50	LW805A.1	Capital Gains Tax	34
51173.1	Strategic Bank Management	59	MCB612.1	Property Finance and Taxation	54
51176.1	Employee Training and Development (PG)	37	MCB617.1	Property Development (V2)	54
51178.1	Occupational Health and Safety (PG)	52	SE813A.1	Social Ecology Research	58
51180.1	Management and Social Issues in Information Technology	48	SE828A.1	Qualitative Research Design	55
51200.1	Employment Relations Thesis Preparation (PG)	39	U51043.1	Contemporary Organisation Behaviour	35
51206.1	Development of Accounting Information (PG)	37	U51045.2	Accounting Perspectives for Management	30
51211.1	International Finance	45	U51050.1	Strategic Management (MBA)	59
51212.1	Security Analysis and Portfolio Theory	58			
51214.1	Financial Statement Analysis (PG)	40			
51227.1	Company Law (PG)	34			
51230.1	Statistical Process Control	59			
51240.1	Project Management	53			
51243.1	TQP Final Project A and B	62			
51244.1	Statistical Methods for Research	58			
51255.1	Law and Contracts Management	47			
51257.1	Manufacturing Resource Planning	50			
51259.1	Purchasing and Materials Management	55			
51260.1	Research and Development Management	56			
51276.1	Business Re-engineering	33			
51277.1	Innovation and Entrepreneurship	44			
51280.1	Remuneration Theory and Practice (PG)	55			

## Index for units by unit description order

Unit	Description	Page	Unit	Description	Page
			46519.1	Employment Relations Strategy and Change	39
U51045.2	Accounting Perspectives for Management	30	51200.1	Employment Relations Thesis Preparation (PG)	39
200693.1	Accounting Professional Engagement (PG)	30	CO805A.1	Estate Planning and Professional Responsibilities (PG)	39
200394.1	Accounting Research (PG)	30	100693.1	Evidence-based Professional Practice	39
200389.1	Accounting Research Essay (PG)	30	DN805A.1	Feasibility Studies	39
200391.1	Accounting Research Project (PG)	30	51164.1	Finance	39
200395.1	Accounting Theory (PG)	31	200465.1	Financial Accounting - Critical Analysis (PG)	39
200401.1	Accounting Theory and Applications (PG)	31	51165.1	Financial Institution Management	40
200495.2	Accounting: A Business Perspective (PG)	31	51163.1	Financial Institutions and Markets (MAF)	40
200371.1	Advanced Marketing Research	31	500003.1	Financial Management	40
200361.1	Advanced Thesis Preparation	31	200260.1	Financial Management for Hospitality and Hotel Managers	40
69110.1	Alternative Dispute Resolution (PG)	31	51054.1	Financial Modelling	40
200185.1	Analysis for Managerial Decision-Making	32	51214.1	Financial Statement Analysis (PG)	40
69092.1	Anti Discrimination Law (PG)	32	51168.1	Funds Management and Portfolio Selection	41
51019.1	Applied Marketing Planning	32	200342.1	Gastronomy and the Management of the Food Experience	41
51004.1	Applied Marketing Research	32	200232.3	Global E-Business Marketing	41
200041.1	Applied Regression Analysis and Forecasting	32	400548.2	Honours Pathway	41
200033.2	Applied Statistics	32	200344.1	Hospitality Facilities Development and Planning	41
200228.1	Assets and Maintenance Management	32	200343.1	Hospitality Operations Management	41
200416.1	Assurance Services (PG)	33	200343.2	Hospitality Operations Management	41
200398.1	Auditing (PG)	33	46518.1	Human Resource Management	42
200390.1	Business Essay (PG)	33	200718.1	Human Resource Management	42
51014.1	Business Marketing Strategy	33	51034.1	Human Resource Management Processes and Systems	42
51276.1	Business Re-engineering	33	100714.1	Humanities Research - Theories and Practices	42
200691.1	Business Research Paper	33	200695.1	Income Property Appraisal	42
200299.1	Business Research Skills Seminar	34	100703.1	Independent Study 1	42
51003.1	Buyer Behaviour	34	100704.1	Independent Study 2	42
LW805A.1	Capital Gains Tax	34	100705.2	Independent Study 3	42
200432.1	Commercial Law (PG)	34	200719.1	Industrial Relations and Workplace Change	43
200400.1	Company Accounting (PG)	34	200399.1	Information Systems for Accountants (PG)	43
200433.1	Company Law (PG)	34	CP804A.1	Information Technology & Decision Making	43
51227.1	Company Law (PG)	34	51158.1	Information Technology and Globalisation	43
200715.1	Contemporary Applied Research in Employment Relations	35	CP803A.1	Information Technology in Business C	43
51286.1	Contemporary Engineering Organisation and Management Practice	35	51277.1	Innovation and Entrepreneurship	44
51106.1	Contemporary Issues in Employment Relations	35	CO804A.1	Insurance & Risk Management (PG)	44
200512.1	Contemporary Issues in International Marketing	35	200392.1	International Accounting (PG)	44
U51043.1	Contemporary Organisation Behaviour	35	200720.1	International and Global Employment Relations	44
200415.1	Corporate Failure and Forensic Accounting (PG)	35	500004.1	International Business	44
200426.1	Corporate Finance (PG)	36	51026.2	International Business Environment	44
101416.1	Creativity: Theory and Practice	36	200369.1	International Business Planning and Implementation	45
51166.1	Credit and Lending Decisions	36	200368.2	International Business Research	45
CO806A.1	Current Issues in Financial Planning (PG)	36	51028.1	International Corporate Finance	45
CP807A.1	Data Communications - Management & Use	36	51211.1	International Finance	45
51169.1	Derivatives	37	46557.1	International Human Resource Management	45
200716.1	Developing Human Capital	37	H7330.1	International Macroeconomics	45
51206.1	Development of Accounting Information (PG)	37	51119.1	International Management	45
200359.1	Dynamics of Workplace Management	37	51012.2	International Marketing	45
200425.1	Economics (PG)	37	H7335.1	International Monetary Economics	45
51116.1	Economics for Business Decision Makers	37	51147.1	International Perspectives on Workplace Reform	46
51176.1	Employee Training and Development (PG)	37	H7331.1	International Trade and Industry Economics	46
200261.1	Employment Relations in Hospitality and Hotel Management	38	100921.1	Interpreting and Translation Theory	46
200261.2	Employment Relations in Hospitality and Hotel Management	38	100963.1	Interpreting Australia: Australian Historians and Historiography	46
200767.1	Employment Relations Law	38	100710.1	Introduction to Honours Research	46
48024.1	Employment Relations Law	38	CP802A.1	Introduction to Information Systems	46
46517.1	Employment Relations Practice	38			
200717.1	Employment Relations Professional Practice	38			

Unit	Description	Page	Unit	Description	Page
<b>200396.2</b>	Introductory Accounting (PG)	46	<b>200692.1</b>	Research and Communicating Skills for Accounting (PG)	56
<b>A7444.1</b>	Language and Linguistics Research Methods	47	<b>51260.1</b>	Research and Development Management	56
<b>101297.1</b>	Languages and Linguistics Special Project	47	<b>300411.1</b>	Research Methodology and Experimental Design	56
<b>51255.1</b>	Law and Contracts Management	47	<b>300411.2</b>	Research Methodology and Experimental Design	56
<b>51167.1</b>	Law of Finance and Securities	47	<b>400421.1</b>	Research Methods for Humanities and Social Sciences	57
<b>F7031.1</b>	Legal Practice: Ethics and Management	47	<b>EH838A.1</b>	Research Methods: Science in Context	57
<b>F7033.1</b>	Litigious Legal Practice	47	<b>200397.1</b>	Revenue Law (PG)	57
<b>H7068.1</b>	Long Term Scenario Analysis	48	<b>200721.1</b>	Reward Management	57
<b>200494.1</b>	Management Accounting (PG)	48	<b>H7072.1</b>	Risk Management	57
<b>51157.1</b>	Management and Electronic Business Practices	48	<b>300677.1</b>	Safety and Risk Management	57
<b>51155.1</b>	Management and Information	48	<b>51212.1</b>	Security Analysis and Portfolio Theory	58
<b>51180.1</b>	Management and Social Issues in Information Technology	48	<b>51016.1</b>	Services Marketing Management	58
<b>51100.1</b>	Management Decision Methodologies	49	<b>200497.1</b>	Social and Environmental Accounting (PG)	58
<b>200224.1</b>	Management of Quality	49	<b>SE813A.1</b>	Social Ecology Research	58
<b>J7232.1</b>	Management Science	49	<b>H7343.1</b>	Special Topic in Accounting A (PG)	58
<b>H7108.1</b>	Managerial Economics	49	<b>H7344.1</b>	Special Topic in Accounting B (PG)	58
<b>51031.1</b>	Managing Diversity	49	<b>51244.1</b>	Statistical Methods for Research	58
<b>500002.1</b>	Managing People	49	<b>51230.1</b>	Statistical Process Control	59
<b>51257.1</b>	Manufacturing Resource Planning	50	<b>200424.1</b>	Statistics for Accountants (PG)	59
<b>200516.1</b>	Marketing and International Trade Relations	50	<b>51173.1</b>	Strategic Bank Management	59
<b>500000.1</b>	Marketing Management	50	<b>200722.1</b>	Strategic Employment Relations	59
<b>51002.1</b>	Marketing Management	50	<b>200259.1</b>	Strategic Hospitality and Hotel Management	59
<b>51172.1</b>	Marketing of Financial Products	50	<b>U51050.1</b>	Strategic Management (MBA)	59
<b>200517.1</b>	Marketing Projects and Services Overseas	50	<b>200422.1</b>	Strategic Management Accounting (PG)	60
<b>200370.1</b>	Marketing Research	50	<b>CMGC25.1</b>	Strategic Management M	60
<b>200280.2</b>	Masters Project	51	<b>51011.2</b>	Strategic Marketing	60
<b>51030.1</b>	Masters Project in International Business	51	<b>200262.1</b>	Strategic Marketing for Hospitality and Hotel Managers	60
<b>69112.1</b>	Mediation (PG)	51	<b>H7104.1</b>	Strategic Technology Management	60
<b>300398.1</b>	Methods of Researching	51	<b>200329.1</b>	Supply Chain Management	60
<b>100271.1</b>	Modern Japanese History	51	<b>AC808A.1</b>	Taxation Planning and Implications (PG)	61
<b>51015.2</b>	Multinational Relationship Marketing	51	<b>200258.1</b>	The Hospitality Industry	61
<b>51300.1</b>	Negotiation, Bargaining and Advocacy (PG)	51	<b>46525.1</b>	The Industrial Relations Process	61
<b>51178.1</b>	Occupational Health and Safety (PG)	52	<b>100926.2</b>	The Language of the Law	61
<b>69094.1</b>	Occupational Health and Safety Law (PG)	52	<b>51102.1</b>	The Politics of Organisational Decision-Making	61
<b>300391.1</b>	Occupational Health Management	52	<b>CO809A.1</b>	The Property Environment	61
<b>200223.1</b>	Operations Management	52	<b>200464.1</b>	The Role of Accounting in Corporate Governance (PG)	61
<b>51112.1</b>	Organisation Behaviour	52	<b>46530.1</b>	Themes in International and Comparative Employment Relations	62
<b>200375.1</b>	Organisational Learning and Development (PG)	52	<b>400585.1</b>	Theories of the Social	62
<b>200227.1</b>	Performance Measurement and Benchmarking	52	<b>51243.1</b>	TQP Final Project A and B	62
<b>CO803A.1</b>	Planning for Retirement (PG)	53	<b>F7032.1</b>	Transactional Legal Practice	62
<b>CO801A.1</b>	Principles of Financial Planning (PG)	53	<b>500001.1</b>	Value Chain Management	62
<b>CO802A.1</b>	Principles of Investment Planning (PG)	53	<b>100294.1</b>	Warlords, Artists and Emperors: Power and Authority in Premodern Japan	62
<b>F7034.1</b>	Professional Legal Practice	53	<b>47021.1</b>	Work and Society	62
<b>F7030.1</b>	Professional Legal Skills	53	<b>200723.1</b>	Work, Society and Labour Markets	63
<b>CO813A.1</b>	Project	53	<b>200724.1</b>	Workforce Planning	63
<b>51240.1</b>	Project Management	53	<b>F7080.1</b>	Workplace Grievance Dispute Management	63
<b>101417.1</b>	Project Seminar and Proposal	53	<b>200725.1</b>	Workplace Management Dynamics	63
<b>200231.2</b>	Promotion and Advertising Overseas	54			
<b>51006.1</b>	Promotion Management	54			
<b>MCB617.1</b>	Property Development (V2)	54			
<b>MCB612.1</b>	Property Finance and Taxation	54			
<b>200696.1</b>	Property Investment Analysis (V2)	54			
<b>CO810A.1</b>	Property Portfolio Analysis	54			
<b>200462.1</b>	Public Sector Accounting and Financial Control (PG)	55			
<b>51259.1</b>	Purchasing and Materials Management	55			
<b>SE828A.1</b>	Qualitative Research Design	55			
<b>200225.1</b>	Quality Planning and Analysis	55			
<b>200226.1</b>	Quality Systems and Business Performance	55			
<b>51171.1</b>	Real Estate Finance and Investment	55			
<b>51280.1</b>	Remuneration Theory and Practice (PG)	55			